

The American Perfumer

and Essential Oil Review

PERFUMER PUBLISHING Co.

80 MAIDEN LANE, NEW YORK

VOL. XIV
NO. 9

LIBRARY
RECEIVED
NOV. 1919



AMERICAN CAN COMPANY
1 STOPPER FACTORY
NEW YORK

TRUE - FRUIT - AROMA - ESSENCES

Extra Concentrated



FRITZSCHE BROTHERS INC.

ESSENTIAL OILS & CHEMICAL PREPARATIONS

82-84 BEEKMAN STREET

NEW YORK

P.O. BOX 905

ETHEREAL - FRUIT - OILS

CHUIT, NAEF & CO., Geneva, Switzerland

M. NAEF & CO., Successor

**PERFUMERY
SYNTHETICS**

AND

AROMATIC CHEMICALS

STAPLES

Wherein Constant Improvements Emphasize Traditional Leadership

NOVELTIES

Whereof the Dominant Note Is One of Fresh Originality

UNGERER & COMPANY, 124 West 19th St., New York

The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

TWO DOLLARS A YEAR.
TWENTY CENTS A COPY.

NEW YORK, NOVEMBER, 1919

Vol. XIV. No. 9

THE AMERICAN PERFUMER and ESSENTIAL OIL REVIEW

PUBLISHED MONTHLY.
PERFUMER PUBLISHING COMPANY
80 Maiden Lane.

LOUIS SPENCER LEVY, President and Treasurer | 80 Maiden Lane
EDWARD W. DREW, Secretary - - - | New York

TERMS OF SUBSCRIPTION

The United States and Possessions, - \$2.00 A Year
Canada, Cuba and Mexico, - 2.50 " "
Foreign, (Countries in the Postal Union) - 3.00 " "

MANUFACTURING PERFUMERS' ASSOCIATION.—President, A. M. Spiehler, Rochester, N. Y.; Secretary, Walter Mueller, 309 Broadway, New York.

FLAVORING EXTRACT MFRS. ASSN.—President, Charles D. Joyce, 2228 North Tenth street, Philadelphia, Pa.; Secretary, L. K. Talmadge, Springfield, Mass.

PERFUME IMPORTERS' ASSOCIATION.—President, B. E. Levy, 714 Fifth Ave., New York; Secretary, W. G. Walker, 25 W. 32d street, New York.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—President, G. J. Hurty, Indianapolis, Ind.; Secretary and Attorney, Thos. E. Lannen, Chicago, Ill.

BARBERS' SUPPLY DEALERS' ASSOCIATION.—President, James C. Barry, Chicago, Ill.; Secretary, Joseph Byrne, 25 West 42d street, New York.

PERFUMERY, SOAP AND EXTRACT ASSOCIATION OF CHICAGO.—President, Frank Z. Woods; Secretary, A. G. Spilker, Hearst Bldg., Chicago.

CONTENTS

Copyright, 1919, by Perfumer Publishing Company

EDITORIAL		Page
Important News From Washington.....		295
Babson on the General Trade Outlook.....		296
Prohibition Law Hearings at Washington.....		297
Dyes, Tariff, Food Laws, Taxes, Olive Oil, at Washington.....		300
Domestic Production of Lemon Grass Oil, G. A. Russell.....		301
Cosmetic Preparations, Dr. F. A. Marsek.....		303
FLAVORING EXTRACT SECTION:		
Official Report of the F. E. M. A.....		304
Pure Food and Drug Notes.....		304
Soda Water Flavors Manufacturers' Convention.....		305
TRADE NOTES		
New Publications, Price Lists, Etc.....		307
New Incorporations.....		312
In Memoriam; Obituary Notes.....		312
Patents and Trade Marks.....		313
Foreign Correspondence and Market Reports.....		314
SOAP INDUSTRY SECTION:		
Growth of the Glycerine Industry.....		321
German Resins in the Manufacture of Soap.....		322
Production of Glycerine by Fermentation.....		323
September Soap Exports from the United States.....		325
Market Reviews on Soap Materials.....		326

IMPORTANT NEWS FROM WASHINGTON.

Due to the delays caused by the unjust and unfair strike in the printing trade in this city, which held up the publication of 150 trade journals, including our own, we are able to give in this November issue a full and complete report of the prohibition hearings of December 1 to 5 affecting the perfumery, toilet preparations, flavoring extracts and barbers' supplies trades, besides much other matter of interest to our readers.

As we go to press the United States Supreme Court is about to render a decision which will either validate or knock out the war time prohibition law. At the same time the State of Rhode Island and other litigants are attacking the prohibition amendment, due to be enforced January 16, on the ground of unconstitutionality. The result of these proceedings is of vital importance.

PLANS FOR MANUFACTURES CENSUS.

Special effort is being put forth to make the manufactures section of the approaching Fourteenth Decennial Census the most complete and comprehensive inventory of the Nation's manufacturing establishments ever taken, according to officials of the Bureau of the Census who have this work in charge.

The schedules which will be used in tabulating the information about the country's industrial resources will be mailed to every manufacturing establishment in the United States during December so that factory owners and managers can familiarize themselves in advance with the questions to be answered when the records of the year's business have been compiled. The questions relate to the calendar year 1919.

SOCIETY OF CHEMICAL INDUSTRY.

The recent annual meeting of the Society of Chemical Industry held in London is recorded as an epoch-marking event in the history of the organization. The annual report showed a membership of 5,236 as compared with 4,826 a year ago. The deaths numbered only 65, despite the rigors of war. Prof. Henry Louis' second year of office as president of the Society expired, and the Council nominated John Gray, of Bromborough, Cheshire, as his successor. Prof. Louis was nominated a vice-president, and to the other vacancies caused by the retirement of four vice-presidents, Prof. J. W. Cobb, E. V. Evans, and Dr. A. Ree were nominated.

BABSON ON GENERAL TRADE OUTLOOK.

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

Where are we in the business cycle?—What is to prevent business from continuing as active as it is at present? What reason is there to expect a reaction? What factor would cause this change? These questions are asked us every day and they are very important. Most people are planning for future business on the present basis. Most concerns have more orders than they can fill, and they can't see any reason for caution. We don't like to preach pessimism, but *the best optimist is the one who knows when to be a temporary pessimist.* There is no question that business is now active. There is no doubt that in years to come we shall see other periods of prosperity which may even exceed this one. But with fundamental conditions unsound as they are now, we know that a period of liquidation and readjustment in business must come before we can plan on further expansion. Five main factors are now converging to bring this area of prosperity to a close.

1. *Slowing up in the retail demand.* This will come because the purchasing power of the average man is steadily diminishing with rising prices and extravagant consumption. The majority of people are not earning their way. The demand for so-called luxuries, from automobiles down to patent-leather shoes, is unparalleled. A manufacturer of hosiery says he is selling twice as many silk stockings as in average times. But are the people who are now wearing twice as many silk stockings really earning the money for them, or are they squandering their war-time savings? Are they increasing their individual production in proportion to their purchases, or are they simply cashing in on the Liberty Bonds which they bought out of war profits? The fact that almost every cheap jewelry store is now advertising to accept Liberty Bonds at par in payment for goods, suggests the answer. Business founded on this basis cannot continue indefinitely.

2. *The margin of profit in business is being steadily reduced by rising costs of production.* When the line of costs meets the line of selling prices, concerns automatically are forced to shut down. Artificial stimulation and abnormal prices have kept these two lines apart thus far, but strikes and increases in wages, together with lower production per worker, are causing the cost of production to grow constantly nearer to the selling prices of the things produced.

3. *The European situation is a menacing factor.* If these foreign countries were improving their position instead of merely keeping their heads above water by means of additional loans, then this factor would not be so important. The true situation is reflected in the foreign securities and in the government deficits which all these European countries are showing. Furthermore, the socialistic elements are not beaten in Europe and may cause unexpected trouble for practically any of these countries during the next year. While the European situation may seem remote when we are talking about the United States, yet there is no banker who would not regard a European break-down as a forerunner of business reaction in this country. Whether or not a panic in Europe develops, we must expect a decline in the amount of exports which we can sell there.

OUR ADVERTISERS

NATIONAL ANILINE & CHEMICAL COMPANY

21 BURLING SLIP
NEW YORK

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,
80 Maiden Lane, New York.

Gentlemen:

We beg to call to your attention that the special advertisement placed in your paper for valuable information has been of great benefit and in every instance we have succeeded in obtaining the highest type of men through the medium of your advertising columns, showing conclusively your high class of readers.

Then, too, we have had many of our trade refer to your publication in writing us for quotations, and in a great many instances through this medium we have succeeded in adding many customers to our list.

We take this occasion not only to thank you for the business you have given us through your publication, but for the personal interest you have taken in us, which is an indication that all your clients receive the same courtesy. We compliment you on the high standard and that you aim to maintain.

Yours very truly,

NATIONAL ANILINE & CHEMICAL COMPANY, INC.,

4. *The banks are over-extended.* We dealt with this situation in a previous letter. It is encouraging to note that since then the Federal Reserve Board has made some effort to restrict speculation, but it is still too early to tell whether this is only a spasmodic effort or the beginning of a consistent campaign to bring about loan contraction.

5. *The labor situation may be the last straw to break the camel's back.* Employers know that the advantage has turned against labor, but it is likely to take a bitter series of struggles before labor realizes this fact. The solution has not been found in the court injunction. At the moment this is written representatives of four railroad brotherhoods are in conference considering their chances in a general railroad tie-up. Even a peaceable solution of the railroad question must mean higher freight rates and increased burden on the consuming public.

In view of the above conditions it is clear why we urge preparation for a period of business depression as the next long-swing movement. The cycle of business is again developing, just as it always has before. We are primed for a reaction. What event will serve as spark to the tinder remains to be seen. In every business crisis some particular event has occurred which was popularly given credit for bringing on the panic. For example, the crash of 1873 is generally ascribed to the Boston fire, the panic of 1884 to the Ward-Grant failure, that of 1893 to the downfall of the National Cordage Company, while the panic of 1907 is connected with the failure of the Knickerbocker Trust Company.

These events were only the last jolts which broke public confidence. Conditions are now getting into a position where some startling, adverse event is all that is necessary to start the toboggan. What the event will be is not important. The main point is that all must recognize the present fundamental situation and get ready now! Plan your own affairs on the basis that a drop in general business will come during 1920.

DRY LAW HEARINGS AT WASHINGTON ON PERFUMERY, TOILET GOODS, FLAVORING EXTRACTS BARBERS' SUPPLIES

Hearings Held Before Prohibition Commissioner Kramer, December 1 to 5, 1919.

WASHINGTON, D. C., December 5.—The heartiest kind of cooperation was offered on Dec. 1 by representatives of more than three hundred perfumery manufacturers and barbers' supplies in carrying out the prohibition act to the new Prohibition Commissioner John F. Kramer, at a hearing which was held to consider these preparations in connection with beverage purposes. The hearing Monday was the first of a series held this week.

Mr. Kramer opened the conference by stating that it is not now a question of how one feels towards prohibition, but that prohibition has become a law and the law ought to be obeyed, and will be carried out by the Bureau of Internal Revenue. He suggested that the meeting had been called in a spirit of cooperation, and for the purpose of "getting together." He said that he did not feel that the law should interfere with or cripple any legitimate business. What he wanted to bring out was a common understanding between the representatives of the industry and his department. He pointed out at some length the fact that not only those present but every member of the trade must obey the law in order to make it effective.

At the conclusion of his remarks Mr. Kramer introduced Dr. A. B. Adams, Chief of the Technology Division of the Bureau of Internal Revenue. Dr. Adams traced some of the problems of his division under the old laws and spoke of the experience which has been obtained by the officials of his office. He stated that bay rum, hair tonic, toilet water, etc., have been used as a beverage even with the use of denatured alcohol. In his mind, Dr. Adams stated that the problems came under the head of three parts—namely, *one*, toilet water and hair tonic used by the barber; *two*, toilet water and hair tonic sold to the consumer, and *three*, perfumery sold to the consumer. He then brought up the question of the use of tartar emetic as a modifying agent and stated that the bureau would probably make it obligatory to use this in the manufacture of bay rum in the future, probably in the proportion of one-quarter grain to each ounce.

Dr. Adams then went on to speak of the objections of manufacturers to furnishing formulae and said that in cases where they felt that this was giving away a trade secret that they must at least tell the modifying agent and give the department a proof that it was a modifying agent and not leave it to the department to prove whether it was or not. In connection with the use of perfume as a beverage, Dr. Adams stated that the price and shape of the package would have a tendency to prevent perfume being used to any great extent for beverage purposes, but of course perfume will have to be manufactured non-potable, and proof thereof must be produced.

Commissioner Kramer then called upon W. L. Crounse who represented the Manufacturing Perfumers' Assn., and wholesale druggists. Mr. Crounse began his statements by saying that the manufacturers whom he represented are behind the Prohibition Commissioner 100% strong. He then spoke a few words concerning the law itself and of the exceptions in the law. Mr. Crounse pointed

out the fact that every warning which is sent out by the Internal Revenue Bureau has a tendency to cause a rush to purchase the article named in the warning. In this connection Mr. Crounse took occasion to point out that some newspapers had misconstrued the statement given out by the Bureau and had published the fact that on and after Jan. 16, 1920, it would be illegal to manufacture perfumes, barbers' supplies, toilet water, etc.

During the course of his talk Mr. Crounse took occasion to point out that it would be very unfortunate if the bureau should rule that the stocks on hand would have to be re-manufactured in order to conform with any regulations which might be promulgated. He said that it would be unfair to insist that the goods now on hand should be broken open and re-manufactured. He asked that the Commissioner in establishing new regulations would give due consideration to the matter of stocks on hand. He also took up the question of the difficulty of a denaturing agent, and said that several years ago the Russian government had offered a prize of considerable value for the finding of a successful denaturing agent, but that the prize had never been awarded. Mr. Crounse also said that the manufacturing perfumers of the United States have had their own chemists working for a long time on this matter. Right in this connection Mr. Crounse pointed out that many chemists feel that tartar emetic might be poisonous if used as a denaturing agent under certain circumstances. He also stated that some of his clients believed that various states might pass laws compelling the manufacturers to put the word "poison," which of course would decrease their sales. He said in conclusion that the manufacturers whom he represented want and are very willing to use tartar emetic if it can be used safely.

H. B. Thompson, counsel of the Proprietary Association, also spoke a few words in which he endorsed the statements made by former speakers as to his association's desire to co-operate in carrying out the law. He pointed out that the modifying agent should not be allowed to interfere with the formula. Mr. Thompson also took up the matter of stocks on hand and asked that this matter be seriously considered in drawing up new regulations. He said that members of his association are friendly to the law and all that they ask is protection for the manufacture of legitimate products.

E. C. Brokmeyer, counsel of the National Retail Druggists' Association bespoke the co-operation of members of his association in carrying out the purpose of the law. He pointed out that the Prohibition Act also saddles a very heavy responsibility on the retail druggists as whether or not an article is intoxicating. Mr. Brokmeyer asked that the bureau co-operate closely with the retail druggists at first anyhow until the law is fully understood.

E. Edlis, of Pittsburgh, Pa., chairman of the legislative committee of the Barbers' Supply Dealers' Association of America, in speaking for his association said:

"We are very glad indeed to have been summoned before the Internal Revenue Department of our country to discuss the important question of the manufacture, sale and distribution of antiseptic preparations that are used in this line of trade, such as hair tonic, toilet waters and other antiseptic lotions, which are absolutely necessary for the protection of patrons of barber shops from skin and scalp diseases.

"The Barbers Supply Dealers' Association of America represents nearly every barber supply dealer of any consequence in the United States, and before going into many details as Chairman of their Legislative Committee, we wish to go on record here in the most forceful language that we welcome this investigation and

regulation and will do all in our power to co-operate to the fullest extent with you and your representatives throughout the United States. We not only welcome your modification of alcohol, but will use every possible force at our command to see that your rulings are carried out in this line of trade, whether they are members of his organization or not, and if at any time we find that your rulings are not being adhered to or fulfilled we will pledge here and now every member of this association to report any infraction of the regulations or rulings.

"As evidence of our good faith and anxiety to work in harmony with your department, we have already issued a bulletin to the trade in general recommending that the following label be placed on all articles containing alcohol that pass through their hands, whether of their own or other manufacture:

"This Preparation Is for
External Use Only."

"It will be the aim of this association henceforth to do all that it possibly can to eliminate any barber supply dealer who may misuse alcohol. Not only will we forbid him membership in our association, but if he is a member we will expel him and report him to the proper authorities.

"I was recently informed that in a Western city some parties posing as barber supply dealers, with no permanent address or established business, procured a permit to purchase non-beverage grain alcohol and subsequently sold the alcohol for beverage purposes. We believe that it would be well to carefully investigate all applicants for permits to purchase non-beverage alcohol, and would further suggest that some method be established whereby an applicant must thoroughly establish that his objects are legitimate, other than by the bond that is required by law.

"As an organization our members stand pledged to co-operate with the Federal and State authorities in guarding against the manufacture or sale of preparations under the guise of barbers' supplies but which are intended for beverage purposes. Furthermore, we shall, through the various members of this organization, see that every barber in the United States is warned of the danger in the misuse of antiseptic toilet preparations.

"We hope that your department will at all times keep in close touch with our office at 25 West Forty-second Street, New York, N. Y. Our secretary and other officers are at your disposal, and as soon as formulas or methods of modification are finally decided upon the prohibition officers of the Federal Government can depend upon this organization and its officers and members to see that their rulings are carried out to the letter."

PROTEST FILED AGAINST TARTAR EMETIC IN PERFUMES

Following the hearings which were held Monday before Prohibition Commissioner Kramer on the subject of perfumery and barbers' supplies, chemists representing those two industries were in Washington had an informal meeting at which they drafted a resolution which was presented this morning to Dr. Adams, chief chemist of the Bureau of Internal Revenue.

In this resolution the chemists protested against the use of tartar emetic as a modifying agent for their preparations but they did not suggest any other agent.

An informal meeting was held this morning between these chemists and Dr. Adams during the course of which Dr. Adams pointed out that the Bureau was entirely open minded in the matter but that they would insist that on and after January 16 when the new prohibition act becomes effective some modifying agent be used

in perfumes and barbers' supplies. If the industry does not wish to use tartar emetic some other modifying agent must be submitted to the Bureau and proved to be non-potable. The chemists gave Dr. Adams to understand that they would be able to suggest such a modifying agent between now and the time the law is to become effective which will be satisfactory to the Bureau.

HEARING GIVEN TO FLAVORING EXTRACT MANUFACTURERS.

The Bureau of Internal Revenue probably will issue regulations by the first week in January for the use of alcohol in connection with the manufacture of flavoring extracts, perfumes and medical preparations, according to a statement made today by Prohibition Commissioner Kramer at a conference with representatives of flavoring extract interests of the United States.

The conference today was opened by Commissioner Kramer, who spoke a few words urging the co-operation of the extract trade to obtain the best results under the new laws. Mr. Kramer introduced Dr. A. B. Adams, who stated that he had nothing new to offer the flavoring extract trade but that the bureau had adopted the standards which had been adopted for flavoring extracts by the Bureau of Chemistry.

Dr. Adams stated that he knew that one or two of the standard extracts now on the market could be used for beverage purposes, but he understood that the flavoring extract manufacturers probably would be willing to give up these standard extracts. He intimated that it was probable that soda water flavors would have to be handled by some special regulation.

Thomas E. Lannen, representing the Flavoring Extract Manufacturers' Association of the United States, the National Association of Manufacturers of Soda Water Flavors, and the National Association of Fruit and Flavoring Syrups, read a resolution which had been passed by the National Association of Manufacturers of Soda Water Flavors, and which urged care in the manufacture of flavors and further urged the manufacturers to endeavor to see that their products are not used for beverage purposes.

Mr. Lannen then went into the meaning of the law as it applies to flavoring extracts. He said that members of the associations which he represented are thoroughly in accord with the standards which have been adopted by the Bureau of Internal Revenue. Mr. Lannen also told the commissioner that the flavoring extract manufacturers now have a research committee working to see how little alcohol can be used in the manufacture of the extracts.

Richard H. Bond, chairman of the Legislative Committee of the Flavoring Extract Manufacturers' Association, also made a short talk in which he stated that his association was thoroughly in favor of the enforcement of the prohibition law and would aid in every way possible. He said, however, that it was absolutely impossible to make flavoring extracts without alcohol. He gave it as his opinion that only degenerates anyway would drink extracts as a beverage.

Among others who spoke at the conference were: Charles D. Joyce, president of the Flavoring Extract Manufacturers' Association; D. W. Hutchinson, of the National Association of Manufacturers of Soda Water Flavors; Dr. H. E. Harrison, of the same association; John Newman and Arthur C. Spencer, of the National Wholesale Grocers Association.

ENFORCING THE PROHIBITION AMENDMENT

Plans for the enforcement of nation wide prohibition have been announced by Commissioner of Internal Revenue Daniel C. Roper. The Prohibition Act makes the Bureau of Internal Revenue the directing agency in the enforcement, but responsibility, however, is not confined to the Bureau, being distributed among Federal, state, county and municipal officers.

Successful administration of the prohibition laws, Commissioner Roper declared, will be measured largely by the manner in which other than Federal agencies meet their requirements. In local communities local officers are expected to take the initiative. Not to do so, he said, will result in such action by Federal officers.

Pending the organization of an independent force pro-

vided for in the Prohibition Act, employees of the Internal Revenue Service qualified for the work and who can be spared from tax work, have been directed to cooperate with state, county and municipal officers and the Department of Justice in the enforcement of the act.

To insure against delay, collectors and agents have been directed to confer with United States district attorneys with regard to the proper method of obtaining and presenting evidence, and to make all necessary arrangements to expedite court procedure.

Commissioner Roper has announced the appointment of the following committee to work out and assist in inaugurating a plan of organization for the enforcement of National Prohibition: Deputy Commissioner H. M. Gaylord, Chairman, Revenue Agents David A. Gates, of Arkansas, Thomas E. Stone of Ohio, S. R. Brane of Virginia, Daniel J. Gañtt of Georgia, Daniel L. Porter of New York and John L. Considine of California, and Judge Charles J. Orbison of Indianapolis, associated with the Committee in an advisory capacity.

MANY NEW SOFT DRINKS FALSELY LABELED

Prohibition has been followed by a flood of soft drinks of every conceivable type and variety, many of which are falsely labeled, the Government contends. Literally, hundreds of new beverages have been rushed to the soda fountains and "ade" stands by makers who have not informed themselves of the provisions of the food and drugs act directly concerning their industry. The Bureau of Chemistry of the Department of Agriculture which enforces this act, finds that a principal source of difficulty for numerous makers of soft drinks is their disregard of an opinion issued by the bureau several years ago, that "such terms as ade, punch, crush, and smash, when used in conjunction with the name of fruit, can be applied correctly only to beverages, either still or carbonated, which contain the fruit or juices of the fruit named. Such terms should not be applied to products flavored only with essential oils or essences."

Labels which the bureau declares to be false have been resorted to by many soft drink manufacturers in an effort to explain the cloudy appearance of their products. It says: "With the use of extracts made with alcohol rendered unlawful or inadvisable, soft-drink manufacturers have resorted to extracts which are in the form of emulsions. Speaking generally, these are just as good as the alcoholic extracts, but when used in drinks give the latter a cloudy appearance. This characteristic of many of the beverages has led manufacturers to attempt an explanation by employing wordings and illustrations in their labels which specifically state or imply that the beverage contains fruit juice or fruit pulp, whereas their product is really flavored only with essential oils or essences."

CATECHISM ON ALCOHOL IN MEDICINES AND EXTRACTS

The Bureau of Internal Revenue has put out an interesting statement on questions and answers in connection with the prohibition law. The following relate to medicinal preparations and flavoring extracts:

Q.—What articles and preparations, after having been manufactured and prepared for market, are not subject to the provisions of this Act, provided they are not used or sold unlawfully?

- A.—(a) Denatured alcohol, and denatured rum.
- (b) Medicinal preparations manufactured in accordance with the United States Pharmacopoeia, National Formulary, or the American Institute of Homeopathy formulas, and which are unfit for use for beverage purposes.
- (c) Patented, patent, and proprietary medicines that are unfit for use for beverage purposes.
- (d) Toilet, medicinal, and antiseptic preparations and solutions that are unfit for beverage purposes.
- (e) Flavoring extracts and sirups that are unfit for use as a beverage or for intoxicating beverage purposes.
- (f) Vinegar and preserved sweet cider.

Q.—How shall persons secure liquor for use in the manufacture of articles named above? A.—By giving bonds and securing permits for their manufacture and

use, and by keeping records and making reports as required by the Commissioner.

Q.—May such manufacturers, as mentioned above, sell, use, or dispose of any liquors procured for use in the manufacture of the articles above enumerated otherwise than as an ingredient of such articles? A.—No.

Q.—What limitation is placed upon the use of alcohol in the manufacture of the articles enumerated in paragraphs b, c, d, and e above referred to? A.—No more than the quantity necessary for the extraction or solution of the elements contained therein, and for the preservation of the articles may be used.

Q.—What is the penalty for selling for beverage purposes the articles mentioned in paragraphs a, b, c, and d, and for selling as a beverage or for intoxicating beverage purposes any flavoring extracts, or syrups authorized to be manufactured by paragraph e, or for selling any beverage containing one-half of one per centum or more of alcohol by volume in which any extract, syrup, or other article is used as an ingredient? A.—The fine for the first offense is not more than \$1000 or imprisonment for not exceeding six months. The penalty for the second or subsequent offense shall not be less than \$200 nor more than \$2,000 and imprisonment for not less than one month or more than five years.

Q.—If a person sells any flavoring extract or syrup or beverage, referred to above, in violation of this Act, what steps shall then be required of the Commissioner? A.—The interested person shall be given not less than 15 days' notice in writing to show cause why the said article should not be dealt with as an intoxicating liquor, such notice to be served personally or by registered mail as the Commissioner may determine, and the Commissions shall specify the time when, the place where, and the name of the agent or official before whom such person is required to appear, and if after such notice and hearing the Commissioner shall find that the person interested has sold such flavoring extract, syrup or beverage, in violation of the Act, he shall notify such person, and any known principal for whom the sale was made to desist from selling such article, and it shall thereupon be unlawful for a period of one year thereafter, for any persons so notified to sell any such extract, syrup or beverage without making an application for, giving a bond, and obtaining a permit so to do, which permit may be issued upon such conditions as the Commissioner may deem necessary to prevent such illegal sales, and in addition, the Commissioner shall require a record and report of sale.

Q.—What procedure does the Commissioner follow when it appears that an article in which non-beverage alcohol is used, is not in accord with the permit? A.—Analysis is made, and if the article does not so correspond, the Commissioner shall give no less than fifteen days' notice in writing to the person who is the manufacturer to show cause why the article should not be dealt with as an intoxicating liquor.

Notice may be served personally, or by registered mail. The Commissioner shall designate the time when, the place where, and the name of the agent, or official, before whom such person is required to appear.

Q.—If the Commissioner finds out that a manufacturer who has a permit has violated these provisions, what action does he then take? A.—If the manufacturer fails to show to the satisfaction of the Commissioner that the article corresponds to the descriptions and limitations as provided in the Act, the Commissioner shall revoke his permit to manufacture and sell such article.

Pays for Perfumer for Five Years.

(From Charles Reif Co., manufacturers of high grade toilet articles and perfumes, Chattanooga, Tenn.)

We are so strong for THE AMERICAN PERFUMER that we ask you to put us down for five years and enclose our check to cover that period, if you care to book us as passengers on your reading train for so long a journey. You know how good, how very good a journal you publish. We want you to know too that we appreciate THE AMERICAN PERFUMER and your successful efforts to keep it on its high plane of efficiency and splendid finish and appearance.

DYES, TARIFF, FOOD LAWS, REVENUE TAXES, OLIVE OIL

WASHINGTON, D. C., Dec. 3.—President Wilson in his message to Congress yesterday, in addition to taking up many matters of interest to all industries, had the following to say in connection with dyestuff legislation:

"In the matter of tariff legislation, I beg to call your attention to the statements contained in my last message urging legislation with reference to the establishment of the chemical and dyestuffs industry in America:

"Among the industries to which special consideration should be given is that of the manufacture of dyestuffs and related chemicals. Our complete dependence upon German supplies before the war made the interruption of trade a cause of exceptional economic disturbance. The close relation between the manufacture of dyestuffs, on the one hand, and of explosives and poisonous gases, on the other, moreover, has given the industry an exceptional significance and value. Although the United States will gladly and unhesitatingly join in the programme of international disarmament, it will, nevertheless, be a policy of obvious prudence to make certain of the successful maintenance of many strong and well-equipped chemical plants. The German chemical industry, with which we will be brought into competition, was and may well be again, a thoroughly knit monopoly capable of exercising a competition of a peculiarly insidious and dangerous kind."

The War Trade Board has declined to issue any licenses for importations of German synthetic perfume materials made from coal tar derivatives, pending further legislation by Congress.

The Senate has extended the war-time control of dyestuffs imports until January 15.

The Senate Finance Committee has announced that it will begin hearings on Dec. 8 on the subject of dyestuffs. A sub-committee has been appointed to conduct the hearings, composed of Senator Watson, Chairman, and Senators Curtis, Calder, Simmons, Jones of New Mexico and Nugent.

DRIVE TO COLLECT TAXES ON TOILET ARTICLES, ETC.

Instructions to begin a special drive for the collection of the tax on toilet and medicinal articles have been sent to collectors of internal revenue by Commissioner Daniel C. Roper. The tax, which is 1 cent for each 25 cents or fraction thereof of the amount paid for the article, is collected by means of proprietary stamps affixed by the vendor on such articles, and is paid by the consumer.

Reports have reached the Bureau of Internal Revenue that a large number of drug stores, grocery stores, and small variety stores are selling cough drops, vaseline, and articles of like nature without affixing the proper stamps.

The tax applies to patent medicines, and to medicines "advertised as specifics for any disease affective the human body." Included in the taxable list of toilet articles are perfumes, essences, extracts, toilet waters, cosmetics, petroleum jellies, hair oils, hair dressings, hair restoratives, hair dyes, tooth pastes and mouth washes.

The penalty for failure to collect the tax is a fine of not more than \$1,000.

TAX RULES AS TO TOILET ARTICLES, ETC., AMENDED

Commissioner Roper has sent the following notice to internal revenue collectors Treasury Decision 2942 relating to an amended order of excise taxes on toilet and medicinal articles:

Art. 20 of Regulations 51 is hereby amended to read as follows:

Art. 20. *Collection of tax.*—(a) Except as provided in paragraph (b), the tax shall be collected by the affixing by the vendor of the requisite stamps to the article sold, the vendor being reimbursed by the purchaser for the cost of the stamp, in which case no return by the dealer of the taxes collected is required.

(b) Where by reason of the form in which an article subject to the tax is sold or for other satisfactory reason

the Commissioner of Internal Revenue shall, upon application, deem it expedient, the tax may be collected by the payment of the same to the vendor by the purchaser at the time of the sale, the taxes so collected being returned and paid to the United States by such vendor in the manner provided in Sec. 502.

FOREIGN TRADE IN FOODS IS INCREASING.

Larger quantities and a greater variety of foods are being imported from foreign countries each month, although pre-war volumes have not yet been reached. This statement is made by officials of the Bureau of Chemistry, who are charged with the enforcement of the Federal Food and Drugs Act.

The importation of both foods and drugs was affected greatly by the war, but the interruption to the importation of crude drugs was less marked than in the case of pharmaceutical and foods, according to the officials. An inspection of all imported food and drug products is maintained by the Bureau of Chemistry to insure that such products coming from foreign countries are not misbranded or adulterated under the terms of the Federal Food and Drugs Act.

Laboratories for the examination of samples from shipments of imported food and drugs are maintained by the Bureau of Chemistry at its branch stations in Boston, New York, Philadelphia, Savannah, New Orleans, San Francisco, Seattle, San Juan, Porto Rico, and at some other cities where the importations are smaller in volume. Invoices of all food and drug shipments coming into the United States are scrutinized by food and drug officials, and all shipments which there is reason to believe may be misbranded or adulterated are examined. In many instances chemical analysis of samples is necessary to determine whether or not a given shipment is in accordance with the provisions of the law. In other instances a physical examination by a specialist is sufficient.

ENFORCEMENT OF FEDERAL FOOD AND DRUGS ACT.

The Federal Food and Drugs Act provides that if any article of food or drugs offered to be imported into the United States is adulterated or misbranded within the meaning of that act, or is otherwise dangerous to the health of the people of the United States, or is of a kind forbidden entry into, or forbidden to be sold, or restricted for sale in the country in which it is made or from which it is exported, or is otherwise falsely labeled in any respect, such article shall be refused admission. The Secretary of the Treasury is authorized by the act to refuse delivery to the consignee of such articles and to cause the destruction of any goods refused delivery which shall not be exported. However, when importers through no apparent fault of their own receive shipments of foods or drugs which are adulterated or misbranded, but not grossly, it is customary to release the goods after relabeling, sorting or cleaning, if a product which complies with the law can thus be obtained.

Certain crude drugs and some foods, such as coffee, tea, spices, olive oil, figs, etc., are either not produced at all in the United States or are produced in too small quantities to meet the demand. Other foods are imported to meet the demands of that portion of the population born in foreign countries who desire to obtain the same kind of food to which they were accustomed before coming to this country. There are some foods produced or manufactured in other countries, which have established a world-wide reputation for excellence or some peculiarity of flavor. Although domestic articles of the same kind may be available in abundance, some prefer to buy the foreign article because of an assumed or actual superiority of appearance, flavor, or quality. The cognacs and champagnes of France are articles of this class which can no longer be imported; but certain foreign ginger ales, mineral waters, jellies, sardines, cheeses, etc., continue to be in demand.

Practically all the different classes of foods imported
(Continued on page 317.)

DOMESTIC PRODUCTION OF LEMONGRASS OIL

By G. A. RUSSELL, Bureau of Plant Industry, U. S. Dept. of Agriculture

INTRODUCTION.

For the past ten years the Office of Drug, Poisonous and Oil Plant Investigations of the Bureau of Plant Industry, United States Department of Agriculture, has conducted experiments on the growing and harvesting of lemongrass and the distilling and marketing of lemongrass oil. The returns of this extended experimentation have not been startling in nature, but the crop proves to be one which will yield so-called fair or average returns when considered in connection with other crops of a similar nature. The technical aspects and the scientific side of the question of producing lemongrass oil have been solved to the entire satisfaction of both the producer and the marketmen.

On January 25, 1917, the Department of Agriculture published an article on the "Possibility of the Commercial Production of Lemongrass Oil in the United States." The

tory with its facilities for distilling and examining the oil, made the location a very favorable one for conducting these experiments.

The soil, which is considered as rather poor, is of a coarse, sandy type, with very little humus and underlaid with clay at a depth of several feet. It constitutes a fairly large proportion of the peninsula of Florida and as yet has been little cultivated by farmers. It is well drained and appears to be suited to the cultivation of lemongrass. Before setting out the plants the ground was well broken and grubbed over, all the roots removed, then disked and worked down.

PLANTING, CULTIVATING AND HARVESTING.

Thus far in the experiments conducted in Florida no variety of lemongrass has been found that produces seed. Propagation, therefore, has been effected by division of the root clumps. The first plants were obtained from Cochinchina and by careful subdivision and attention it was possible in the early spring of 1916 to set out two and one-quarter acres of lemongrass.

In planting rows were laid off 2.5 feet apart and the root clumps placed in the row about 1.5 feet apart. A good stand, averaging 90 per cent, was obtained. From time to time the plot was cultivated with a drag-tooth, horse-drawn cultivator. This operation was not necessary the first year to keep down weeds, but rather to keep the soil from drying out. In subsequent years it was found advisable to use a tool which would not work too close to the plant, but which rather would move some of the soil toward the plant and leave the row in a semi-ridged condition. This method of cultivation was found necessary since the habit of the plant is to produce a great number of feeder roots near the surface of the soil, these roots being especially numerous within six inches of the plant. It was also learned that too close planting is not advisable and that the plants do better if the rows are three feet apart. The distance between the plants in the row need not exceed 1.5 feet when planted on soil similar to that on which these experiments were conducted.

In harvesting the small area at Orlando all the plants were cut by hand. A sickle was used and each clump of grass cut approximately four inches from the ground. This method of harvesting is too expensive, however, for commercial use and the grass can easily be harvested with a reaper. A mower has been employed with fair success, but in raking the cut grass into piles considerable difficulty was experienced in securing all the cut grass, as it slipped so readily between the teeth of the rake. If, however, a reaper is employed the cut material can be laid off in bunches of a size convenient for loading, and the extra labor of raking after mowing can be dispensed with. Harvesting took place when the grass appeared to have reached its maximum growth, as indicated by a yellowing of the oldest leaves.

DISTILLATION.

The process of distilling lemongrass oil consists simply in passing steam through the herb, in condensing the resulting mixture of oil and water, and in separating out the oil. The fresh material is packed in a retort made preferably of galvanized iron, although boiler iron or wooden tubs can be used, fitted with a steam-tight cover,



LEMONGRASS PLANTATION, ORLANDO, FLA., JUNE 15, 1917.

data embodied in this publication were obtained prior to 1916 by Mr. S. C. Hood, who at that time was a member of the scientific staff of the Office of Drug, Poisonous and Oil Plant Investigations. Since the publication of this bulletin more extended and detailed observations have been made, the results of which are herewith presented.

The lemongrass oil of commerce varies in its characteristics to a considerable extent and this variation has a marked influence on the salability of the oil. In the experiments as conducted by Hood, with several varieties of lemongrass, one variety was especially marked by the favorable characteristics exhibited in the distilled oil. This variety, or form, was therefore selected for experimentation, which was carried on on a somewhat larger scale than that conducted previous to 1916.

LOCATION AND SOIL.

The experiments were conducted at Orlando, Orange County, Florida, at which place the Bureau of Plant Industry maintains an experimental farm of 40 acres, together with a well-equipped laboratory. The peculiar type of soil found here, the mild winters and the labora-

and an outlet connected with the condenser. A false bottom is placed in the tub and the steam admitted below this false bottom. An even distribution of steam throughout the mass of grass is thus assured. The condenser consists of a series of straight tubes with thin walls and of small diameter. These tubes are constructed of either copper, brass or block tin and are surrounded by cold water. The steam and vaporized oil are condensed in the condenser and flow out into a separator, where the oil, being of less specific gravity than the water, remains on the surface, and the water is automatically drawn from below. After distillation is over, the time of distilling being approximately an hour, the oil is allowed to stand in the separator for two or three hours, and any water that settles out is carefully removed. The oil is then filtered into glass bottles or bright new tin cans and is ready for market.

From the fresh green grass the oil distills in approximately the following proportions:

1st 20 min. of distillation, 75 per cent of total yield of oil.
2nd 20 min. of distillation, 15 per cent of total yield of oil.
3rd 20 min. of distillation, 10 per cent of total yield of oil.

The total time required to distill any quantity of grass in any capacity still with a steam pressure of 40 pounds at the boiler is one hour after the first appearance of distillate at the discharge end of the condenser.

YIELD OF LEMONGRASS HERB AND OIL.

The yield of green lemongrass per acre and the yield of oil obtained for the years 1916 to 1918, inclusive, are given in Table I.

TABLE I. Yield per acre of green lemongrass herb and oil, number of crops harvested, amount of fertilizer applied and percentage of total yield of oil for each of three years, 1916 to 1918, inclusive:

Year	Yield per acre Herb lbs.	Number Oil of crops lbs. harv'd	Fertilizer applied	Perc'ge of yield of oil
1916	3393	14.03	1 None	0.45
1917	7890	32.96	3 300 lbs. per acre of a mixture of 1500 lbs. acid phosphate, 400 lbs. dry tobacco stems, 500 lbs. sodium nitrate.	0.41
1918	4620	16.87	3 None	0.365

In the year 1916 but one crop was harvested, as it was deemed advisable to let the clumps of grass grow as large as possible in their first year after setting out. In the years 1917 and 1918 three crops were harvested each season, the heaviest yield of herb being obtained at the first cutting.

The effect of the use of fertilizers is demonstrated in the yield of herb in 1917. In the spring of that year a mixture of 300 pounds, consisting of 186 lbs. of acid phosphate (25 per cent. P_2O_5 soluble and available), 50 lbs. of dry tobacco stems (4.5 per cent. K_2O soluble and available), and 63 lbs. of sodium nitrate (50 per cent. Na_2NO_3 soluble and available), was applied per acre of lemongrass. In the year under consideration (1917) the yield of green herb increased by over 100 per cent., while the percentage of yield of oil remained approximately the same as for the 1916 crop. In 1918 the yield of herb was lower than in 1917 but still 35 per cent. greater than in 1916. The effect of the fertilizer applied in the spring of

1917 was still present and showed a marked influence on the crop of 1918. This subject is now receiving more detailed study and thus far the crop of 1919 has responded very markedly to the use of a fertilizer containing a relatively high percentage of nitrogen.

The winters of 1916-17 and 1917-18 were extremely cold at Orlando and the lemongrass plants were frozen back early in February, 1917. New shoots were not sent up until late in March. Some plants were killed outright but the loss was small, being less than 3 per cent. of the total number of plants. Again in February of 1918 the plants were frozen to the ground, with a somewhat larger percentage of loss. At the time of both freezings the tops of the plants were several inches in height and when frozen down they formed a partial covering for the root system, which was thus somewhat protected during the cold days that followed each freeze.

COSTS AND RECEIPTS.

In Table II are given the costs and receipts per acre for the growing lemongrass and producing the oil for each of the three years, 1916 to 1918. The figures given for costs are based on records kept at the Orlando station and take into consideration only the increase in the cost of labor, not overhead, depreciation, taxes and other costs.

TABLE II. Costs and receipts per acre per year for growing lemongrass and producing lemongrass oil, for three years, 1916 to 1918, inclusive:

Year	Cost per acre	Price received for oil per lb.	Gross returns per acre	Net gain or loss per acre
1916	\$10.40	\$ 0.70	\$ 9.82	\$ 0.58 loss
1917	13.00	1.15	37.90	24.90 gain
1918	6.15	1.25	21.09	14.84 "

The costs per acre are divided as follows:	
1916 Initial plowing, harrowing and preparing land	\$ 3.00
Planting	2.00
Cultivating	2.00
Harvesting and distilling	3.40
	10.40
1917 Cultivating	\$ 1.50
Fertilizers	4.50
Harvesting and distilling	7.00
	13.00
1918 Cultivating	\$ 1.50
Harvesting and distilling	4.65
	6.15

The average for the three years' experiments shows an average net gain per acre for each year:
Total gross returns per acre for three years\$68.81
Total costs per acre for three years 29.55
Total net returns per acre for three years 39.16

Average net return per acre per year 13.05

SUMMARY.

Experimentation for three consecutive years has demonstrated that lemongrass can be grown with a fair degree of success on the type of poor sandy soil such as is found at the Orlando Field Station of the Office of Drug, Poisonous and Oil Plant Investigations, U. S. Department of Agriculture. The returns per acre are small and it is extremely doubtful if this crop could be grown as a

sole source of income, but it seems probable that it can be handled with fair success if grown in connection with other plants of a similar nature, thus providing for a continuous operation of the distilling plant. In other words, the overhead cost could not be borne by this one crop alone unless it were grown on an extended scale of several hundreds or thousands of acres.

Fertilizers increased the yield of herb by more than 100 per cent. The cost of the fertilizer and its application

was approximately one-third of the increased monetary return, thus assuring a good profit from the investment.

The average net return per acre per year, as determined for the course of these experiments, was \$13.05, but no charges were made against overhead, taxes, insurance, depreciation, etc., which charges must be taken into account when operating on a commercial scale.

Further experiments are under way, some dealing especially with the effect of the systematic use of fertilizers.

COSMETIC PREPARATIONS

By Dr. F. A. MARSEK

The Chemistry of Cold Creams

(Continued from page 264, October, 1919.)

From the above statements we may conclude that for the production of a satisfactory cold cream two things are absolutely essential, namely, the presence of a substance containing sufficient free fatty acids to supply the base for the production of an adequate amount of soap required for the emulsification of the remainder of the fatty base and secondly, a borax solution sufficiently strong to neutralize all of these free fatty acids and leaving a slight theoretical excess. The first requirement is filled through the incorporation of beeswax and only of beeswax, as, although various other substances possess this required property, that is contain sufficient free fatty acids for the formation of the necessary amount of soap. From a practical standpoint none of them is actually suitable for the purpose, be it for therapeutic, chemical or commercial reasons. Spermaceti, as may be supposed from the fact that it is saponifiable in itself, is practically useless as a basic ingredient for the formation of soap as it possesses only traces of free fatty acids while cetin, its principal constituent, as already stated above, is only to a very slight extent, if at all saponified by the borax solution.

It now becomes evident that the principal question entering into deciding the suitability of a substance as a basic material for the manufacture of cold creams is its contents of free fatty acids or, in other words, in the first line the acid value of a substance must be consulted and only secondarily its saponification value.

The acid values and saponification values of the ingredients entering into the manufacture of a modern cold cream are as follows:

	Acid value	Saponification value.
Beeswax	20-24	95
Spermaceti	traces	128
Paraffin	0	0
Mineral oil or petro- lum	0	0

As to the alkali, borax has been found the most suitable one for use in making cold creams, but, however, this does not mean that it is the only one that can be used. Practically any alkali may be used for the purpose, of course, each in different proportions according to its alkaline strength. Even alkalies as strong as sodium or potassium hydroxide may be used and the result will be a cold cream, but this is true only from a theoretical standpoint, as commercially the cold creams produced from

some of these alkalies will scarcely deserve the name cold creams, or at least would not make a very desirable product for the market. Furthermore, also, the question needs consideration what therapeutic value such a cream would have, and to take as an example a cream made with hydroxides, this value would be at least doubtful, especially if an excessive quantity has been used. Briefly, the possibilities in such a case would be that either a part of the hydroxide would remain free in the cold cream and it is needless to say what effect free hydroxide would have upon the skin or if all the hydroxide would enter into reaction with the beeswax or spermaceti, the result would be the destruction of the beeswax as far as its therapeutic value as a whole is concerned, as it would be, and so the spermaceti, transformed into soap, leaving only the mineral oil and paraffin free as fats from which the skin should benefit. It is beyond doubt that substances as little penetrating as the above named in connection with an excess of soap formed from the beeswax and spermaceti would give little or no benefit to the skin. Of course reference need not be made to the traces of glycerine which would be liberated during the process of saponification from the saponifiable waxes. In a word the result would be something on the line of a greasy soap rather than a cold cream.

Of course a somewhat similar effect would result, although to a slighter extent, if a weaker alkali than hydroxide is used in excess.

Thus it is quite an important question for the producer of cold creams to determine the proper amount of borax required to effect the formation of sufficient soap for the complete emulsification of the remainder of the fatty ingredients without using an excess which would, through saponification of an excessive amount of beeswax or spermaceti respectively deprive the cream of part of its stiffening agents and besides of part of its therapeutic value. And surely, this question is not one of the easiest to solve, if we consider the fact that almost every grade of beeswax obtainable on the open market is different and that few of the manufacturers have the means of testing this difference and therefore are lacking the means to correct their formula in accordance.

(This ends the present series of Dr. Marsek's papers on Cosmetic Preparations. A new series by him of an equally interesting nature will begin in December.)

The coal merchant had accumulated a fortune.

"No wonder," said the cynic of the party, "look how long he's been lying in weight for it."—*Western Druggist*.



Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Since our last report President Charles D. Joyce, Attorney Thomas E. Lannen and Chairman R. H. Bond, of the Flavoring Extract Manufacturers' Association, have been very busy looking after the industry's interests in Washington and elsewhere. All three appeared at the Prohibition Commissioner's hearing for the flavoring extract industry on December 5, an account of which, with much other news of interest to the trade, will be found in our regular Washington correspondence, printed on preceding pages of this issue.

The delay, through the printing strike, permitted the publication in our October issue of considerable matter which otherwise would have been given in this month's issue. Since then Circular No. 97 has been sent to the members, giving full information about the new alcohol permits and bonds necessary for flavoring extract manufacturers.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Association of Agricultural Chemists.

The National Association of Agricultural Chemists held its annual convention in Washington. A great many papers were read, addresses made and reports submitted on subjects relative to food and feeds, drugs, chemicals, fertilizers and the like. Dr. P. F. Trowbridge, of the State Agricultural College of North Dakota, presided over the convention. Delegates were in attendance from practically every State of the Union and from Canada also. These new officers and committees were chosen:

President, H. C. Lythgoe, State Department of Health, Boston; vice-president, W. F. Hand, Agricultural College, Mississippi; secretary-treasurer, Dr. C. L. Alsberg, Bureau of Chemistry, Department of Agriculture, Washington, D. C.

Additional members of the Executive Committee—C. H. Jones, University of Illinois, Burlington, Ill.; W. W. Skinner, Bureau of Chemistry, Washington, D. C.

To co-operate with other committees on food definitions—William Frear, State College, Pa., chairman; Julius Hortvet, St. Paul, Minn.; C. D. Howard, State Board of Health, Concord, N. H.

These referees and associates were appointed:

Potash Availability—A. G. McCall, Maryland Experiment Station, College Park, Md.

Saccharine Products—H. S. Paine, Bureau of Chemistry, Washington, D. C.

Food Preservatives—Special work on saccharin to be undertaken—A. G. Lowenstein, Food and Drug Laboratory, New York City.

Coloring Matters (oil soluble colors)—W. E. Mathewson, Bureau of Chemistry, Department of Agriculture, Washington, D. C.

Metals in Foods—W. F. Clarke, 1865 Newton street, N. W., Washington, D. C.

Fruits and Fruit Products (Pectin)—D. B. Bisbee, Food and Drug Laboratory, St. Louis, Mo.

Flavoring Extracts—H. J. Wichman, Denver, Col. Unassigned Associate Referees—L. C. Mitchell, Wilson & Co., Chicago, Ill.; J. B. Rather, Fayetteville, Ark.

Fats and Oils—R. H. Kerr, Washington, D. C. Spices—H. E. Sindell, Austin, Nichols & Co., Brooklyn, N. Y.

Soft Drinks—W. W. Skinner, Bureau of Chemistry, Washington, D. C.

STATE.

Indiana.

Dr. Harry E. Barnard tendered his resignation as Indiana State Food Commissioner, effective November 1, after 14 years in office. He has been made director of the American Institute of Baking and will locate in Minneapolis. This institute will bear the same relation to the baking industry of the country as the National Canners' Research Laboratory at Washington bears toward the food canning and kindred industries. Able, conservative, equitable to all interests, Dr. Barnard has made a fine record of fidelity to public trust and a public service that inspired confidence with consumers.

New York—Saccharine Warning.

A warning against the use of saccharine as a substitute for sugar has been issued by the New York City Department of Health, as follows:

"The attention of the public is directed to the following facts regarding saccharine:

"1. Saccharine is a coal tar product and not a food.
"2. Saccharine has no food value, and if substituted in whole or in part for sugar in a food product it reduces, lowers, and injuriously affects the quality and strength of such food products.

"3. Saccharine is inferior to and cheaper than sugar.
"If saccharine is substituted for sugar," the article said, "or if it be mixed with a standard food product so as to reduce, lower, or injuriously affect the quality or strength of such food product, the Department of Health will consider that Section 139 of the Sanitary Code has been violated and criminal prosecution will result."

Queeny Fights for Saccharine.

An active campaign of advertising in contradiction of recently published statements by the Department of Agriculture to the effect that saccharine is injurious to health has been launched by John F. Queeny, chairman of the Board of Directors of the Monsanto Chemical Works of St. Louis. In a statement he reviews the seven years of crusading against saccharine and quotes President Roosevelt's board of experts upholding the use of the substitute for sugar.

FOURTEENTH ANNUAL CONVENTION OF THE NATIONAL MANUFACTURERS OF SODA WATER FLAVORS

OFFICERS FOR THE ENSUING YEAR.

President—G. J. HURTY, Indianapolis.

Vice-President—HENRY MAGNUS, Chicago.

Treasurer—H. E. HARRISON, Chicago.

Secretary—THOMAS E. LANNEN, Chicago.

Directors—(In addition to officers)—D. W. HUTCHINSON, Chicago; C. O. SETHNESS, Chicago; HUGH J. McMACKIN, Boston; SAMUEL H. MUTCH, Philadelphia; HENRY KASSENS, Cincinnati.

National Councilor—W. F. MEYER, St. Louis.

The fourteenth annual convention of the National Manufacturers of Soda Water Flavors was held in the Sherman Hotel, Chicago, on November 10, the president, Samuel H. Mutch, presiding throughout the deliberations. President Mutch's annual address dealt with the prohibition situation and various other matters. He said in part:

"The Prohibition Amendment to the Constitution has been ratified and according to the opinion of many has caused a larger consumption of sugar in many industries, causing serious concern to many large users and especially to soda water bottlers and confectioners whose wares are unjustly classed as luxuries. The shortage is compelling many bottlers to use inferior grades of sugars and syrups to keep their plants in operation. As saccharin used in conjunction with granulated sugar produces the least objectionable taste, it might be well to consider the advisability of suggesting its use during the stringency.

"The liability of users of non-beverage spirits for their unlawful use has been increased by the new regulations about to be enforced, and great care will have to be exercised in selling our flavors only to those who will use them in soft drink products."

A discussion of the use of non-beverage alcohol in soda water flavors and the rules and regulations governing the same resulted in a direction to the secretary to prepare and send out a circular on the use of non-beverage alcohol in soda water flavors, rules and regulations governing the same, bond necessary, information regarding Treasury Decision 2940, and such other information as the secretary might deem it advisable to send to the members.

Hugh J. McMackin of Boston gave a very interesting talk. He referred to his own local bottlers' association, the Eastern Soda Water Bottlers' Association, and explained the good work being done by that organization. He stated that he could not see any reason for bottlers being in any way opposed to being affiliated with soda water supply men, and expressed the belief that there was a wide and fertile field of co-operation between the bottlers on the one hand and the supply men on the other.

The following telegram was received from Paul Rieger of San Francisco:

"Best wishes from San Francisco. Sorry not to be with you all this time."

Secretary Lannen reported that during the year the

Association had to contend with the greatest volume of objectionable legislation with which it has ever had to grapple. Never before since the existence of the Association has it been necessary for the Secretary to notify the members of so many objectionable bills. Practically all of the bills of which the members were notified were bills that could not be passed by without notice. An extraordinary amount of printing and mimeographing was thereby occasioned, with the corresponding increase in the expenses of the Association, and which had to be met by a special assessment. Most of the trouble arose on account of the vast number of prohibition bills that were introduced in the various states and in the Congress of the United States, and which if passed in their original form and unamended would in nearly all instances have nearly annihilated, or at least seriously affected the industry. The Secretary estimated the number of legislative bills which he received bearing directly or indirectly upon the welfare of the industry as over a thousand, and estimated the number of opinions and reports that he was obliged to write on these bills as over three thousand.

The secretary said that the Association had been particularly fortunate during the year with regard to the use of non-beverage alcohol, and that the good work done in former years to secure recognition for soda water



G. J. HURTY.



W. F. MEYER.

flavors as a distinct class from household extracts has borne good fruit and that the internal revenue officials and others had recognized this difference during the last year. He pointed out that had they not recognized this difference the members of the Association would have been in serious trouble, whereas they have been comparatively free from trouble. He warned the members to be particularly careful not to misuse non-beverage alcohol or to permit it to be misused by any customers of the members, and advised the members to warn their salesmen not to accept suspicious orders.

In the absence of C. H. House, Captain G. J. Hurty of the Committee on Credits, stated that the information received from the Association on the subject was dwindling year by year. The secretary stated that the reason for this is that the members are not talking a sufficient interest in the Credit System.

D. W. Hutchinson, national councilor to the United States Chamber of Commerce, reported that he had received a vast volume of important literature. He was unable to attend the meeting of the Chamber of Commerce at St. Louis, but W. F. Meyer had attended in his stead. Membership in the United States Chamber of Commerce was ordered continued.

The Calder uniform food' bill, trade acceptances, the

color situation, the control of sugar and other matters were discussed. There also was a general discussion relative to trade conditions, particularly with regard to the high cost of raw materials, probability of decrease or increase, in the price of same and other important matters affecting the manufacture and sale of soda water.

President Mutch appointed the following committees: Resolutions—Thomas E. Lannen, D. W. Hutchinson, W. W. Maltby, H. E. Harrison, C. O. Sethness, W. W. Hogle.

Nominations—O. A. Atkins, Charles O'Connor, C. O. Sethness.

The following new members were elected: Orange Crush Co., 224 West Huron street, Chicago; The Schoenhofen Co., P. O. Box 243, Chicago; Northwestern Extract Co., Milwaukee; Jersey Creme Co., Fort Worth, Texas.

The new officers were elected as shown at the beginning of this report. Votes of thanks were given to the retiring president, Samuel H. Mutch, and to Secretary Lannen and Treasurer Harrison.

President-elect Hurty named these standing committees:

On Publicity—M. M. Lowenstein, Samuel Willard, P. H. Conron.

On Credits—W. F. Meyer, Edward Post, W. W. Maltby.



THOS. E. LANNEN.



H. E. HARRISON.



SAMUEL H. MUTCH.

On Membership—E. H. Luckett, Hugh J. McMackin, W. P. Heath.

REPORT OF THE COMMITTEE ON RESOLUTIONS.

The committee on resolutions, whose report was adopted, endorsed Senator Calder's uniform food law bill in Congress, the metric system and good highways. Thanks were given to the trade papers and to the officers of the Association, also to the National Confectioners' Association, for its co-operation. Other resolutions included the following:

Whereas, It is the consensus of opinion of this Association that because of the Prohibition Laws of the various states and National Government the question as to whether or not manufacturers of soda water flavors, household extracts, and other products containing non-beverage alcohol shall be permitted to continue the use of the same, depends entirely upon the manner in which products made from non-beverage alcohol are manufactured, sold and used; in other words, entirely upon the good behavior of the industries using such alcohol; be it

Resolved, That we admonish all of the members of this Association to use the utmost care in seeing that their soda water flavors are used entirely for flavoring soda water and other legitimate uses, and not for intoxicating beverage purposes; that they scrutinize every order that they receive and refuse to ship any order of which they are at all suspicious; that they instruct their salesmen to report to them all suspicious circumstances coming to their attention in the taking of orders by them; that they use their moral suasion in an endeavor to induce other industries using non-beverage alcohol to be careful in the extreme not to misuse the same; and that in other ways they endeavor to secure to legitimate users

of non-beverage alcohol the continued right to use the same for legitimate ends.

Whereas, It is the consensus of opinion of this Convention that Government control of sugar is no longer necessary and as it creates an artificial condition which tends to keep the situation with regard to the supply of sugar unsettled, and will continue to keep it unsettled; be it

Resolved, That we are in favor of discontinuing Government control of sugar and letting the laws of supply and demand operate, which in our opinion is the only solution of the problem.

Regarding the Haugen package bill, H. R. 10311, formerly H. R. 8954, the resolution declared it offered no protection to honest manufacturers against frivolous and unreasonable prosecutions, and various amendments were suggested to remedy the defects in the bill. The resolution was ordered sent to all members of Congress.

Strong resolutions were passed on the strike epidemic, including this one:

Resolved, That we are opposed to all efforts on the part of organized labor to coerce the President or the Congress of the United States into giving to such organizations undue, unusual and extraordinary rights and privileges that are not enjoyed by the rank and file of the citizens of the United States; and that in all such matters both the President and Congress should consider

first the general welfare of all of the citizens of the United States.

Freight on Extracts Unchanged.

The Interstate Commerce Commission has handed down a decision in case No. 9954 of the C. F. Sauer Company against the Alabama and Vicksburg Railway Company et al. In their syllabus in this case the Commissioners say:

"The southern classification rating on flavoring extracts in glass bottles packed in wooden cases, and in bulk in wooden barrels, not found to have been or to be unreasonable, unjustly discriminatory, or unduly prejudicial. Complaint dismissed."

The decision also makes these observations:

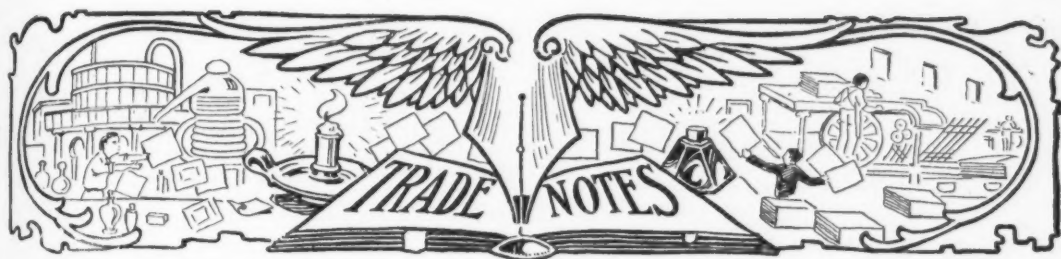
"The rating assailed has been in effect for at least 24 years and there have been only three or four requests upon the Southern Classification Committee for changes therein. For many years the commodity has moved freely thereunder, and during the past 10 years complainant's business has increased about 400 per cent.

"It is not shown that other manufacturers of flavoring extracts in southern classification territory have any advantage in rating over complainant, nor is it shown that the difference between the ratings in the western and official classifications, on the one hand, and the southern, on the other, has unduly prejudiced complainant."

Flavoring Extract Firms Need It.

(From Mr. C. R. Ficks, formerly manager Acme Extract and Chemical Works, Hanover, Pa.)

It goes without saying no one can keep fully versed in the extract business without the aid of your valuable paper.



Mrs. Edwin H. Burr, wife of the well-known essential oil man of this city, did valiant work in collecting contributions to the United Hospital Fund during the week of the big drive, November 17-24.

Mr. Louis Halk has resigned as vice-president of Lazzell's, Newburgh, to join the Northern Warren Corporation, New York. Among his other important duties in the CUTEX organization will be that of purchasing agent.

Mr. James M. Bush, head of W. J. Bush & Co., Ltd., London, arrived at Halifax with Mrs. Bush and their son, James Rodman Bush, November 3rd. After visiting W. J. Bush & Company, Ltd., Montreal, they came to New York to visit W. J. Bush & Co., Inc., and have since gone to the Pacific coast. The company owns and controls W. J. Bush Citrus Products Company in National City, a suburb of San Diego, where citrus oils, apricot kernel oil, etc., are manufactured.



JAMES M. BUSH.

As to conditions in England, Mr. Bush states that the perfume industry has been very adversely affected by the very high excise tax on alcohol. There has been considerable development in the manufacture of synthetic perfume materials and drugs in which W. J. Bush & Co., Ltd., have had a prominent part. They are manufacturing vanillin, artificial violet, terpineol, phenylacetaldehyde, benzol derivatives, salicylic acid and derivatives, aubepine, etc. Many of the benzol products were made on a large scale during the war for army use. The staff at the works has been doubled and the plant itself has been increased similarly in size.

Mr. Bush and his family expect to return to England about Jan. 15.

The U. S. Industrial Chemical Co., 27 William Street, New York, have their initial advertisement in this issue in which they offer a number of organic chemicals of special interest to manufacturers of synthetic perfume materials. The management of the New York Sales Department is in the hands of Mr. H. E. Hall, late captain in the U. S. Army, 1st Gas Regiment, and he saw considerable service in France. Mr. Hall is in close personal touch with local manufacturers.

Cards announce the marriage of Mr. William G. Ungerer, of Ungerer & Co., New York, and Miss Courtenay Lane Thomas, of Paris, France, at Mount Vernon, N. Y., on October 11. At home after November 15 at 37 Rue de Chaillot, Paris, and after January 1 at the Hotel Lucerne, New York.

Rockhill & Vietor of New York have received from Volkart Brothers, Winterthur, Switzerland, a silver medal sent to show the latter firm's appreciation of the cordial relations existing between the two houses, as well as the two nations. This letter fully explains the gift:



SWISS MEDAL SENT TO ROCKHILL & VIETOR.

"To commemorate the gratitude of the Swiss people towards the President and people of the United States for so generously coming to their aid in supplying them with food products of all kinds during the war, a gold medal was struck to be offered by a committee of Swiss citizens to your president, Mr. Wilson.

"In view of the long-standing business relations between our two firms we have now the pleasure of handing you herewith an image of the said medal in silver, commemorating the happy relations existing between our two sister Republics and the gratitude and appreciation which is felt in Switzerland towards the people of the United States."

The directors of Brunner, Mond & Co., London, announce that they have concluded an agreement to sell to Lever Bros. the ordinary shares in Joseph Crosfield & Sons, soapmakers, Warrington & William Gossage & Sons, soapmakers, which were acquired by Brunner, Mond & Co. in 1911. The sale is said to be about \$20,000,000, payable in cash. This is one more capture by the British soap octopus; it was only recently that arrangements for the acquisition of Price's Patent Candle Co. were announced.

Mr. J. L. Hopkins, president of J. L. Hopkins & Co., importing drug merchants of New York, returned recently to his desk after an extended business trip.

Mr. Burton T. Bush, president of Antoine Chiris Company, New York, returned recently from a business visit to the company's parent house in Paris.

B. T. Babbitt Co. of Jersey City, manufacturers and dealers in soaps, lye, potash, glycerine, etc., has filed with the New Jersey Secretary of State a certificate showing an amendment to its certificate of incorporation by which the amount of the capital stock was increased from \$3,000,000 to \$5,000,000. It has been decided to have a reclassification of the preferred stock of the company, so that 750,000 par value shall be first preferred stock and 750,000 par value shall be second preferred stock. The resolution passed by the board provided that there should be an increase of the authorized amount of the first preferred stock by \$500,000 at par value, so that the total authorized amount of the first preferred stock should be \$1,250,000 par value; also, there should be an increase of the authorized amount of the second preferred stock by \$1,000,000 par value, so that the total authorized amount of the second preferred stock should be \$1,700,000 par value, and an increase of the authorized amount of the common stock by \$500,000 par value, so that the total authorized amount of the common stock should be \$2,000,000 par value. The incorporators are Clarence M. Hyde, with 8 shares; Fred E. Hyde, 1, and Edward R. Barton, 1.

Mr. C. F. Michaels, vice-president of the Langley Michaels Drug Co., of San Francisco, Cal., spent a few days in New York in November, prior to his return to California. He was accompanied by Mrs. Michaels, and they stopped at the Biltmore.

Mr. Herbert Philipp for fifteen years previous to the war in charge of research work and chemical engineer for the Roessler & Hasslacher Chemical Co., has established an industrial laboratory and engineering office at 1 and 3 Peace street, New Brunswick, N. J.

Parcel Post packages up to twenty-two pounds in weight are now accepted for dispatch to Bulgaria at the rate of 12 cents a pound or fraction thereof, the Post Office Department announces. Parcels may not be registered.

Among others the following have been elected recently members of the New York Merchants' Association: Babson's Statistical Organization, Willis D. Porter, New York manager, 165 Broadway—business and financial reports.

Eastern Potash Corporation, Thomas C. Meadows, general manager, 120 Broadway—manufacturers of potash and its by-products.

Owl Drug Co., famous for its chain of drug stores on the Pacific Coast, has leased the Jevne Building, Broadway and Sixth street, in the best and busiest part of Los Angeles, for a term of 17 years from June 30, at a monthly rental of \$7,500. Mr. R. E. Miller, president of the Owl Drug Co., announces it will be the finest and largest drug store in the entire United States.

Mr. F. W. Heine, of Compagnie Duval, 177 William street, New York, who sailed for Europe in September on a business trip, writes from Copenhagen, November 14 to the editor as follows in part:

"I have had a rather eventful voyage so far, and am leaving for France in a few days. I have met quite a few interesting men in our line of business. Business conditions here in Europe are very brisk. Importing and exporting of almost anything can be done very profitably."

Rinso, a new soap product of Lever Bros. Co., Cambridge, Mass., maker of Lux, is being introduced in page newspaper advertisements.

Lord Leverhulme, head of the great Lever soap industry in Great Britain, whose arrival here was announced in our last issue, was entertained at luncheon by New York bankers and merchants. He then went to Boston to see the Cambridge branch of the big soap industry. In Boston he was dined by the Chamber of Commerce.

While in New York Lord Leverhulme gave out interviews about his plan for a six-hour day in his big soap works, which attracted much attention. This plan, which involves two shifts of approximately six hours each, was described in THE AMERICAN PERFUMER several months ago when the idea was first broached. Lord Leverhulme says he believes in making the machinery do the hard grinding and saving the human elements in production.

The building permit for Procter & Gamble's new plant in Dallas, Texas, calls for the expenditure of \$1,300,000 for the construction of seven buildings.

A proposal to change the par value of the Procter & Gamble Co.'s common stock from \$100 a share to \$20 a share and to issue five shares of new stock for one share of old is made to stockholders in a letter sent out by the directors of the company. The plan contemplates the issuance of 1,200,000 shares of the new stock to replace the present issue of 240,000 shares of common of \$100 par value. The plan does not affect the total amount of common stock authorized. A stockholders' meetings has been called for December 22 to pass upon the proposal.

Mr. Hugh P. McCormick, of McCormick & Co., flavoring extracts, spice and special manufacturers, of Baltimore, and Miss Mary H. Dove, were married on the evening of October 11 in North Avenue Baptist Church by the Rev. H. P. McCormick, father of the groom, who is a brother of the members of the firm. Mr. Charles P. McCormick, a brother of the groom, was best man.

The engagement of Miss Harriet Louise Milliken, daughter of the late John T. Milliken, president of the John T. Milliken & Co., chemists, to Mr. William Gillespie Moore, of St. Louis, was announced in October.

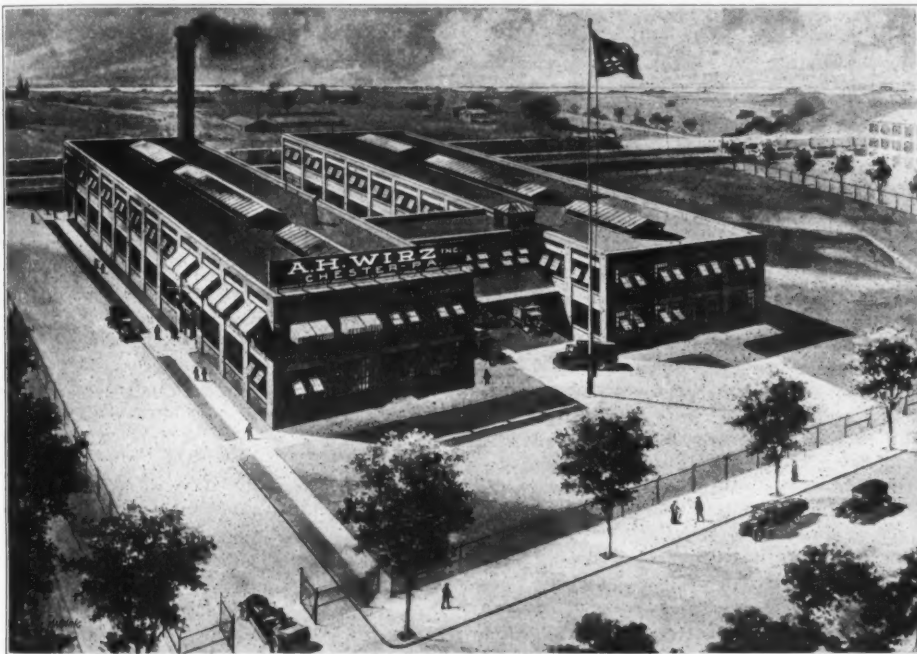
V. Vivandou, Inc., New York, has declared an initial quarterly dividend of 50c. a share, payable January 2 to stock of record December 15. This dividend was declared out of current earnings, which are largely in excess of all estimates made at the time of the incorporation of the company, and do not include any increase contemplated from the operations of the new plant.

The newly enlarged plant of A. H. Wirz, Inc., at Chester, Pa., must be seen to be fully appreciated, but the accompanying illustration will give some idea of what this model factory is like. The firm of A. H. Wirz was established in 1836, and its business has been growing ever since. It was the first concern in the United States to manufacture collapsible tubes. The new addition, which was completed last summer, furnishes a total floor space of 52,000 feet, all of which is devoted exclusively to the manufacture of collapsible tubes and sprinkler tops. The plant was built especially with a view to the requirements of this industry, but at the same time careful consideration was given to providing the best possible light, ventilation and everything else that not only would serve to the better handling of materials, but would tend to provide for the

in. You will receive a cordial welcome and find your time well spent in looking it over.

In our last issue we told about three new members joining the Twenty-five Year Club of George Lueders & Co., the New York essential oil house. Two more will join the club early in the new year. High on the record of the dozen members is Mr. Edward V. Killeen, vice-president and treasurer of the company, for on January 1 he will have been with the Lueders firm for twenty-nine years.

The Wrigley Pharmaceutical Co. has located its New York sales room in the Bush Terminal Sales Building, in the toilet goods division. This concern is the preparer of Spearmint Tooth Paste.



ENLARGED PLANT OF A. H. WIRZ, INC., CHESTER, PA.

safety and health of the hundreds of employees. The addition, which is 70 x 170 feet in size, is constructed of the best materials obtainable, and everybody in the Wirz establishment is justly proud of it. And they all are glad to show visitors through it. Everything about it makes for efficiency in the processes of manufacture and in perfection in the finished product.

From 1836 until 1914 the Wirz establishment was a Philadelphia institution. In 1914 it was incorporated and moved out to Chester, finding it impossible to expand as desired in the crowded city. Chester is an ideal spot. It is only 14 miles from Philadelphia, and the Wirz plant is located directly alongside of the lines of the Pennsylvania Railroad, running between Philadelphia, Baltimore and Washington. It is close to two other railroads and right on the Delaware River, the effect being to provide unexcelled shipping facilities. If you should happen to be anywhere near the Wirz model daylight plant, be sure to drop

The death of Mr. Louis V. Heydenreich, president of E. Fougere & Co. made it necessary to elect new officers and at a meeting held recently the following officers were chosen: Montaigu M. Sterling, president and general manager; Charles M. Russell, vice-president and counsel; William H. Ball, treasurer; Rudolph Wirth, secretary. Mr. Sterling has been the secretary and treasurer of the company since its incorporation; Mr. Ball has been associated for 37 years and was head of the financial department, while Mr. Wirth has spent 44 years of his life with the concern, having been until recently sales manager.

The American Chamber of Commerce in Mexico has called a conference of exporters and importers interested in trade between the United States and Mexico to meet in Mexico City February 11 to 13 for the purpose of discussing trade problems which have arisen out of the rapid growth of commerce between these two countries.

Mr. C. L. Senior, of the Florasynth Laboratories, New York, sends us a post card from Havana, Cuba, whither he went on a trip recently. The card shows the guns commanding the harbor. Mr. Senior has since returned to New York.

In a review of ten years' olive oil imposts Musher & Co., Inc., say in part: In the fiscal year ending June 30, 1910, the U. S. A. imported a total of 3,702,210 gallons of edible olive oil. Of this 2,356,086 gallons, or 64 per cent., came from Italy. Approximately 66 per cent. of this total importation of edible olive oil in that year came to us in containers of less than five gallons capacity. In other words, ten years ago two-thirds of the olive oil consumed by us was obtained by us in tins packed abroad.

"In the nine months ending September 30, 1919, the U. S. A. imported a total of 7,365,207 gallons of edible olive oil, or approximately twice as much as was imported in a whole year ten years ago. This remarkable gain was made notwithstanding the greatly increased domestic production of oils and fats that are advertised to be 'just as good as olive oil.'"

Charging a nation-wide combination and conspiracy to monopolize the manufacture and sale to the public of dental goods of all descriptions, and to force adherence to standard resale prices fixed by the manufacturers, the Federal Trade Commission has issued a formal complaint against—the American Dental Trade Association, Boston; The Dental Manufacturers' Club, N. Y. C., and the Retail Dental Dealers' Association, Providence, R. I., and officers of the organizations. The members of the American Dental Trade Association, the complaint sets forth, conduct "the major portion of the total trade in dental goods in the United States," manufacturing and selling instruments, appliances, alloys, cements, artificial teeth, drugs and compounds, chairs and office furniture and other articles employed in the practice of the dental profession.

Noxzema Chemical Co., of Baltimore, which manufactures soap specialties, at its annual meeting in October elected George A. Bunting, president; Joseph H. Neeley, vice-president; H. J. Jeffers, treasurer, and W. H. Richardson, secretary. The board of directors includes, besides the officers named, R. E. Lee Williamson, Evan A. Townsend and W. E. Brown. The company has just moved into its new and more spacious building at 102 East Lafayette avenue.

The Post Office Department has given out the information that with reference to certain restrictions imposed by the German authorities on the importation of merchandise and foodstuffs into Germany by parcel post, postmasters are authorized to accept, without German import licenses, packages of foodstuffs (not perishable) and articles for the personal use of the addressee up to a weight limit of 11 pounds. The restrictions of a 2-pound and a 5-pound weight limit imposed on certain articles and the prohibition against the acceptance of certain foodstuffs, as set forth in a previous notice, are no longer applicable.

Mr. Joseph Healy is no longer connected with the Heyden Chemical Works, having resigned as general manager, assistant secretary and assistant treasurer.

The name of the Liberty Soap Corp., Buffalo, N. Y., was changed November 13 to Niagara Soap Corp., and this was again changed December 2 to Frontier Soap Corp.

Mr. Percy C. Magnus, of Magnus, Mabey & Reynard, has returned to New York after having attended the recent convention of the National Wholesale Druggists' Association held in New Orleans.

Mr. R. T. Bell, of the sales forces of Colgate & Co., has been conducting a successful campaign for the Colgate goods in Ohio during the last month.

La France Soap and Perfume Co. has leased factory space at 13th street and Ely avenue, Long Island City.

Pal O'Mine Sanitary Soap Co., a new concern in Leavenworth, Kan., with capital stock of \$200,000, has started off by purchasing a four-story factory plant near the Planters' Hotel in that city. Suitable machinery has been ordered and the building will be remodeled.

A false charge had been made in his court, and the magistrate remarked: "We are all liable to make mistakes. I thought I was wearing my watch, but I have just discovered that I have left it at home." When he arrived home that evening his wife said to him: "I hope you got your watch all right. I gave it to the man from the court who called for it."

Birch Oil Co. has leased for a term of years the three-story warehouse at 201 West Pratt street, Baltimore, and will establish its plant there. The building is 25 x 100 feet.

Mr. H. C. Quelch, of H. C. Quelch & Co. of London, Eng., has been visiting the United States on a business trip in the interests of a large number of important American firms of which Quelch & Co. are agents in England, particularly firms engaged in the drug and chemical trade. Mr. Quelch has made his headquarters with the Henry Tetlow Co., Tenth and Cherry streets, Philadelphia.

J. W. Morrison, president of the Fuller-Morrison Drug Co., of Chicago, and former head of the National Wholesale Druggists' Association, announced recently that, after an investigation carried on by his company, he was of the opinion that a very small percentage of the retail druggists of the country would apply to the collector of internal revenue for permission to dispense liquors.

Fancy soaps exported to Argentina from the United States during the fiscal year ended June 30, 1919, were valued at \$184,355, and perfumes amounted to \$141,980, according to a report of the Bureau of Foreign and Domestic Commerce.

"Sorry I gave you the wrong number," said the polite telephone operator. "Don't mention it," answered the man who made up his mind not to lose his temper. "I'm sure the number you gave me was much better than the one I asked for. Only it just happened I wasn't able to use it."—*Washington Star*.

We are in receipt of a circular letter from the Drug & Chemical Mercantile Agency, 299 Broadway, New York, reading in part as follows:

"On November 7, 1910, an officer of Drug & Chemical Mercantile Agency, Inc., was served with papers by the Drug & Chemical Credit Association, who very recently (in August and September, 1919) became active in the drug line. This suit was instituted to obtain an injunction restraining us from operating under our name—the name which we have used ever since the inception of this organization and by which name we are known in the drug and chemical trades.

"Their application was denied by Supreme Court Justice Newburger on December 2, 1919.

"The application for an injunction to restrain the defendants from the use of its name is denied, as the papers fail to disclose that the use of such name is calculated to deceive or mislead persons into the belief that the plaintiff and the defendants are the same corporation.

"The complaint they presented was abundant with untrue statements and the affidavits submitted by them were made only by employees in their office, while we submitted two affidavits to each of theirs, ours being made by executives of the most reputable firms in the drug and chemical trade. In fact, when we checked up statements alleged to have been made about us, as contained in their affidavits, it was learned these statements were untrue, and affidavits to that effect were made in our behalf, thus refuting the false allegations.

"We propose to finish the matter and have brought an action for damages against them. This case will undoubtedly be set for trial in the near future, and many interesting revelations will develop. As the case progresses, you will be informed by us.

"We also wish to take this opportunity to express our utmost thanks and highest appreciation to those in the trade who realized the justness of our position and extended their co-operation."

When the old wholesale firm of the Walding, Kinnan & Marvin Co., Cleveland, O., was reorganized after the death of its president, W. J. Walding, Robert H. Bradley, who had been vice-president and manager for several years, was elected president and general manager. He had been associated with Mr. Walding in close friendship for 43 years. Mr. Marvin also is dead, but the firm name will remain unchanged.

That Jean V. Skoglund, while employed as superintendent of the Franklin H. Kalbfleisch Co., sold to competitive companies a secret process for manufacturing muriatic acid known only to his employers, after he had been expressly enjoined from doing so, is alleged in a suit begun against him in the Supreme Court. Upon the assigned claim of the Kalbfleisch company, Franklin H. Kalbfleisch demands Skoglund be required to remit to him \$4,000 alleged to have been received from rival companies.

Authorization to do business in New York has been granted to Musher & Co., soaps, perfumes and toilet articles, a Delaware company capitalized at \$1,000,000, to be represented by M. N. Musher, 140 Liberty street, New York.

Perfumed paper money, carried in a jeweled box by a woman visitor at an Atlantic City hotel, betrayed James Boatrite, who has been employed as a rolling-chair pusher on the Boardwalk. The woman discovered her loss when she returned to her hotel after a chair ride. The box which had contained her shopping money was found in Boatrite's chair. He denied any knowledge of the money.

Police Captain Lippman demanded to see Boatrite's funds, and several perfumed bills were produced reluctantly. He confessed, the police say, when shown the box which gave forth the same perfume.

Mr. Louis K. Liggett, president of the Louis K. Liggett Co., and Mr. W. F. McCaw, president of the Procter & Gamble Distributing Co., have been added recently to the board of directors of the new Coca Cola Co. Application will be made soon to list the stock on the New York Stock Exchange.

Mr. Charles S. Weller, president of the Richardson Drug Co., of Omaha, Neb., former president of the National Wholesale Druggists' Association, spent several days in New York in September.

The Interstate Commerce Commission has approved increased rates on crude talc in car loads from Mondovi and Reardan, Wash., to points in central territory. R. H. Countiss, an agent, filed a petition some time ago with the Commission asking that these rates be increased.

The Central Vermont Railway has filed an application with the commission to increase the rates on talc from Central Vermont Railway and White River Railway stations to East Angus, Quebec.

Capital reduction: National Sponge and Chamois Co., Manhattan Borough, New York, \$750,000 to \$375,000. It has purchased a plant at Mulberry and Murray streets, Newark, N. J., containing 60,000 square feet on a plot 200x400 feet.

The Secret Service Division of the Treasury Department has notified all banks, trust companies and savings banks that new counterfeit ten, twenty and fifty dollar Federal Reserve notes are:

Ten-dollar Federal Reserve Note—On the Federal Reserve Bank of Chicago, Ill.; check letter "A"; face plate No. 114; series of 1914; W. G. McAdoo, Secretary of the Treasury; John Burke, Treasurer of the United States; portrait of Jackson.

Twenty-dollar Federal Reserve note—On the Federal Reserve Bank of New York; check letter "G"; face plate number either 100 or 109; Carter Glass, Secretary of the Treasury; John Burke, Treasurer of the United States; portrait of Cleveland.

Fifty-dollar note—On the Federal Reserve Bank of Boston, Mass.; check letter "D"; face plate No. 1; W. G. McAdoo, Secretary of the Treasury; John Burke, Treasurer of the United States; series of 1914; portrait of Grant.

NEW PUBLICATIONS, PRICE LISTS, ETC.

FEDERAL PRODUCTS CO., Cincinnati and New York City, has issued copies of the Internal Revenue instructions relative to obtaining permits and giving bonds for the sale and use of distilled spirits and wines for other than beverage purposes, including wines for sacramental purposes. Blank applications for permits also are supplied and the whole may be obtained by addressing the company at its offices in either city as mentioned above.

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION'S Bulletin No. 18, November 15, which is at hand, gives a compilation of much information relating to the enforcement regulations of the national prohibition law.

P. F. CAMPBELL, 53 Laurel street, Philadelphia, Pa., sends us his latest catalogue and price list of machinery for chemical, chocolate, coffee, drug, dental, fertilizing, glue, oil, paint, spice, etc., works.

"FIVE HUNDRED BUSINESS BOOKS," a list compiled and annotated by Ethel Cleland, librarian of the Business Branch Indianapolis Public Library, with an introduction by John Cotton Dana, librarian of the Public Library, Newark, N. J., is at hand. It is published gratis by the American Library Association Library War Service, Washington, D. C. An index gives ready reference to the various trades subdivisions. It is a useful publication.

DRUG STORE DOINGS, for September and October, issued by the Owl Drug Co., San Francisco, are at hand. Both are full of interesting matter and should prove attractive to the company's customers, for the contents are put forth in bright, punchy style, but without playing too much upon goods that the Owl stores handle.

DRUG & CHEMICAL MERCANTILE AGENCY, INC., 299 Broadway, New York, has sent out an interesting circular letter by Nat Berman on "Credit," in which the writer says: "I will conclude by pointing out the absolute necessity for the manufacturer and wholesaler to surround himself with all the possible information procurable and available on his customers—be they new ones or old. An old customer's financial condition changes for better or worse. Therefore it is just as essential to follow him up at specified periods in order to be assured of his worthiness of the amount of credit he is receiving on his past responsibility. In order to get the proper benefits of credit information, it is mainly desirable and of the greatest importance to procure it from the proper and a reliable source—one which is best apt to furnish the real live up-to-the-minute credit information."

NEW INCORPORATIONS.

Charles H. Smith Co., to manufacture food flavors and extracts of all kinds, \$25,000 capital stock, has been incorporated in Delaware by Charles H. Smith, Anna S. Smith, Pittsburgh, Pa.; W. J. Jordan, Wilkinsburg, Pa.

Ritz Soap Co., Manhattan Borough, New York City, \$200,000 capital stock, has been incorporated by M. S. Federman, E. A. Jarvis, C. D. Sprung, 144 Columbia street.

Salvo Oil Co. of Manhattan Borough, New York City, has been incorporated with a capital stock of \$50,000 by D. E. Hubener, J. M. Edelson, G. S. Whittson, 601 West 115th street.

Caribbean Vegetable Products Corp., Buffalo, N. Y., to manufacture vegetable oils, \$1,000,000 capital stock, has been incorporated by E. E. Pease, 16 Fairfield street; C. R.

Whiting, 23 Allen street; C. H. Lathrop, 940 Ellicott Square, Buffalo.

Tripoli Barbers' Supply Co., \$100,000 capital stock, has been incorporated in Delaware by M. L. Harty, M. C. Kelly, S. L. Mackey of Wilmington.

La France Soap and Perfume Corporation of Manhattan has been incorporated under the laws of New York with a capital stock of \$200,000 by R. Wallace, L. W. Romaine, A. M. Cutler, 489 Fifth avenue.

Cory-Goepfert Manufacturing Co. of Buffalo, N. Y., soap and cleaning compounds, has been incorporated with \$262,500 capital stock by E. Cory, E. Goepfert, W. W. Saperston, Buffalo.

Inyo Talcum Co., Los Angeles, \$200,000 capital stock, has been incorporated in California.

E. P. Lafranchi & Co., Manhattan Borough, New York City, olive oil and food products, \$10,000 capital stock, has been incorporated by E. Bellion, C. C. and E. Beekman, 256 Broadway.

Nuoline Company of Connecticut, Inc., Yonkers, N. Y., manufacturing oil products, \$275,000 capital stock, has been incorporated by S. Fishman, 119 Ludlow street, Yonkers; L. Clement, Hotel Imperial, New York City; F. W. Morris, Getty House, Yonkers, N. Y.

Demilo Perfume Co., Manhattan Borough, New York City, has been incorporated by J. A. N. Thomas, B. Coello, C. Marano, 344 East 39th street.

Diehl & Co., Inc., Manhattan Borough, New York City, oils, waxes and heavy chemicals, \$20,000 capital stock, has been formed by William Diehl, 37 Liberty street.

Passaic Products Co., Inc., Manhattan Borough, New York City, manufacture perfumery, oils, soap, etc., chemists, druggists, etc.; \$25,000 capital stock, has been incorporated by P. Sechler, B. H. Whitmore, Passaic, N. J.; H. Stebern, 93 Nassau street, New York city.

J. P. Garrow & Co., Utica, N. Y., barbers' supplies, \$20,000, capital stock, has been incorporated by N. Esce, F. S. and J. P. Garrow, Utica.

Rollin Chemical Corp., Manhattan Borough, New York City, capitalized at \$3,125,000, has been incorporated by C. Ingram, J. J. Riley, H. Maynard, 68 East 86th street. Concome Co., of Batavia, N. Y., flavors and toilet articles, has been incorporated under the laws of this State by L. B. and L. A. and L. H. Johnson, Batavia.

X-Termino Corp., makers of soaps, perfumes, etc., has been incorporated in Delaware with a capital stock of \$1,500,000 by M. L. Rogers, W. G. Singer and M. L. Gatchell.

Purcell-Products Corp., Rochester, N. Y., drugs, chemicals, and food products, \$100,000 capital stock, has been incorporated by J. Zick, F. H. Thomas, R. S. McMahon, Rochester, N. Y.

Palatin Soap Works, Inc., of Newburg, N. Y., capitalized at \$250,000, has been incorporated by L. H. and F. H. Leitheiser, C. F. White, 1,753 West 10th street, Brooklyn.

American Glass Bottle Co., Manhattan Borough, New York City, \$12,000 capital stock, has been incorporated by B. Soicher, H. Yudlowitz, J. Rice, 401 East 86th St.

Utica Insecticide Co., Utica, N. Y., \$25,000 capital stock, has been incorporated by H. N. Gardner, A. F. Stacks, G. I. Koehnelein, Utica.

American Laundry Supplies, Inc., Manhattan Borough, New York City, \$15,000 capital stock, has been incorpo-

ated by B. Komarow, J. Tabachnick, J. M. Mandelbaum, 63 Park Row.

General Excellor Manufacturing Co., Wilmington, manufacture a device for containing liquid soap, etc., \$500,000 capital stock, has been incorporated in Delaware.

Ratnapuro Tea Co., Inc., Manhattan Borough, New York City, deal in teas, coffee, flavoring extracts, yerba mate, etc., and tea and coffee substitutes, \$25,000 capital stock has been incorporated by T. T. Reiley, 596 Riverside drive, New York city; H. M. Johnston, New Hyde Park, Stewart Manor, Long Island; A. C. Curtin, 316 East 79th street, New York city.

Sioux City Soap Co., Sioux City, Iowa, manufacture soaps, glycerine, etc., has been incorporated with \$500,000 capital stock by C. A. Payne, president; H. F. Snell, vice president; George W. Segri, secretary; A. L. Olson, treasurer, and John Ennis, chairman of the board of directors.

Equity Oil Corporation, Manhattan Borough, New York City, manufacturing soap, petroleum products and cottonseed oil and edible fats, \$50,000 capital stock, has been incorporated by V. J. Williams, 51 Chambers st., C. W. Hastings, 141 B'way, H. V. Callahan, 21 54th st., N. Y. C.

Main Wet Wash Laundry Co., Brooklyn, N. Y., \$12,000 capital stock, has been incorporated by J. and R. Gordon, J. Fimp, 652 Mary Av., Brooklyn.

Unit System Laundry Corp., Brooklyn, N. Y., \$100,000 capital stock, has been incorporated by J. J. Sullivan, C. B. Kilby, M. Reinitz, 516 East Ninth Street, Brooklyn.

Crema Sublime Manufacturing Co., Inc., of Brooklyn, N. Y., facial massage cream, has been incorporated by A. E. Bailey, E. Lewis, J. S. Gray, 360 Grand avenue, Brooklyn.

IN MEMORIAM FOR DEPARTED FRIENDS.

ALEXANDER, JOHN, with Woodworth, perfumer, New York and Rochester, for 62 years, November, 1917.

ALLEN, WILLIAM C., of Stafford Allen & Sons, essential oils, London, England, November, 1908.

BOOTH, EMERY T., perfumer, New York, November, 1911.

BROMUND, ERNEST A., manufacturer of wax products, New York, November, 1918.

BUEDINGEN, CARL, Buedingen Box & Label Co., Rochester, N. Y., November, 1908.

CUDAHY, MICHAEL, soaps, Chicago, November, 1910.

ECKERT, EDWIN G., flavoring extracts manufacturer, Hanover, Pa., November, 1914.

GATTEFOSSÉ, ROBERT, perfume expert and author, Paris, France, died in the service, November, 1918.

GOWANS, JAMES H., of the Gowans Soap Co., Buffalo, N. Y., November, 1910.

HECKMAN, W. E., soaps, Covington, Ky., November, 1914.

HOVENDEN, ROBERT, manufacturer of toilet preparations, etc., London, England, November, 1908.

JAMES, DARWIN R., of D. R. James & Bro., flavoring extracts, etc., New York, November, 1908.

JOHNSON, ALBERT L., vice-president A. A. Vantine & Co., Inc., New York, November, 1917.

KELLER, JOHN H., Keller Soap Works, New Orleans, La., November, 1908.

KEMP, JAMES H., soaps, Cambridge, Mass., November, 1914.

KILLEEN, WM. H. R., brother of E. V. Killeen, vice-

president of Geo. Lueders & Co., New York, November, 1918.

KLINE, MAHLON N., of Smith, Kline & French Co., perfumery, drugs, etc., Philadelphia, Pa., November, 1909.

LANDER, THOMAS ALBERT, perfume manufacturer, Brooklyn, N. Y., November, 1908.

LAYAT, JOSEPH M., perfumer, St. Louis, November, 1913.

LEMERCIER, M., perfumer, November, 1908.

MAGNUS, PERCY C., of Magnus, Mabée & Reynard, essential oils, New York, November, 1916.

SCHAEFFER, JACOB G., president Schaeffer Bros. & Powell Mfg. Co., soaps, St. Louis, November, 1917.

SCHMIDT, PHILIP, La Crosse (Wis.) Soap Works, November, 1907.

SPIEHLER, ADOLPH, of A. M. Spiehler, Inc., perfumes, Rochester, N. Y., November, 1909.

THOMAS, VINCENT B., president of Harriet Hubbard Ayer, Inc., New York, November, 1918.

TWITCHELL, SELDEN, of S. Twitchell & Co., soda water flavors, Philadelphia, November, 1917.

WARREN, ALBERT C., secretary Warren Bros. Soap Co., Boston, Mass., November, 1916.

WELCH, JAMES H., long identified with the soap materials industry, New York, November, 1915.

WIEHLE, ROBERT, soaps, Ironton, Ohio, November, 1913.

ZECH, CONRAD, secretary and treasurer of the Henderson Lithographing Co., Cincinnati, O., November, 1918.

Obituary Notes.

Ernest A. Vosburgh, a manufacturer of toilet articles, died November 7 in the Chicago Beach Hotel. He was 66, had lived in Chicago 20 years and his wife survives.

Caleb W. Marsh, one of the founders of the Goodwill Soap Co., Lynn, Mass., died November 27, in his 86th year. He retired 25 years ago, and since then the business has been conducted by his sons, Charles E. and Arthur E. Marsh. A daughter, Mrs. Frank C. Niles, also survives.

Casimir L. Werk, son of Michael Werk, founder of the M. Werk Soap Co., Cincinnati, died November 9, aged 75 years. After the death of his father for a long time he managed the soap establishment, but latterly had confined his activities to being a member of the board of directors in various corporations. He is survived by two daughters, Miss Lillian Werk and Mrs. Pauline Werk Kleve, and four sons, Michael, George H., Emil and Casimir, Jr.

Mrs. Katharine S. Eavenson, wife of Roland M. Eavenson, president of J. Eavenson & Sons, soap manufacturers, Camden, N. J., died suddenly in October at her residence, 4632 Spruce street, Philadelphia.

Edward H. Buehler, of Chicago, a pioneer drug commission man of the Middle West, and formerly connected with some large concerns in the East, including Schieffelin & Co., died November 12 at Harrisburg, Pa., while on a visit to the home of his sister. He was 75 years of age.

T. J. Parker, for fifty years connected with the chemical industry in New York and vicinity, died at his home in Bayonne October 11. He was seventy-one years old, and had retired from active business in 1917. Mr. Parker was active in the Chemist Club and was for many years a member of the Society of Chemical Industry. He leaves a widow and two children, Miss Edith Parker of Bayonne, N. J., and T. R. Parker, who is superintendent of the Eagle Works of the Standard Oil Co. of New Jersey.

DESIGNS PATENTED.

- 53,984 to 54,056. POWDER CONTAINER. Alfred E. Bruns, Brooklyn, N. Y. Term of patent, 14 years. The ornamental design for a powder container.
- 54,197. SIFTER-TOP CAN. Martha H. Connor, Baltimore, Md., (Assignor to Tin Decorating Co.) Term of patent, 7 years. The ornamental design for a sifter-top can.
- 54,204. SIFTER-TOP CAN. Leonard Gerhardt, Baltimore, Md., (Assignor to Tin Decorating Co.) Term of patent, 7 years. The ornamental design for a sifter-top can.
- 54,219. BOTTLE. Chas. S. McCoy, Chicago. (Assignor to Marshall Field & Co.) Term of patent, 14 years. The ornamental design for a bottle.

TRADE-MARK REGISTRATIONS GRANTED

- 127,213—Chase-a-Gray French Co., Great Kills, N. Y. (Filed May 15, 1919. Serial No. 118,507. Published July 15, 1919.)—Hair-Coloring Compound.
- 127,263—Stavros K. Assanakis, New York, N. Y. (Filed May 16, 1919. Serial No. 118,535. Published July 8, 1919.)—Olive Oil.
- 127,271—Crisi & Cerchione, New York, N. Y. (Filed February 11, 1919. Serial No. 115,755. Published July 8, 1919.)—Olive Oil.
- 127,304—Samuel E. Abernathy, Indianapolis, Ind. (Filed April 8, 1919. Serial No. 117,265. Published August 5, 1919.)—Hair-Growers, Temple-Grower, Hair-Oil, Tonic, Liquid-Tonic, Eczema-Ointment, Shampoo-Paste, Pressing Oil.
- 127,305—Marie Aceto & Co., New Haven, Conn. (Filed April 9, 1919. Serial No. 117,290. Published August 5, 1919.)—Hair-tonic.
- 127,313—Arbuckle Brothers, New York, N. Y., and Chicago, Ill. (Filed December 4, 1917. Serial No. 107,740. Published May 6, 1919.)—Coffee, Tea, Spices and Food Flavoring Extracts.
- 127,315—Frances R. Arnold, New York, N. Y. (Filed May 8, 1919. Serial No. 118,247. Published July 22, 1919.)—Powder-Pads and Powder-Puffs.
- 127,319—The Baldwin Perfumery Company, Chicago, Ill. (Filed February 24, 1919. Serial No. 116,073. Published July 1, 1919.)—Complexion-soap.
- 127,345—Margaret J. Callaghan, Boston, Mass. (Filed December 16, 1918. Serial No. 114,658. Published July 8, 1919.)—An ointment for the scalp and hair.
- 127,393—Marshall Field & Company, Chicago, Ill. (Filed May 8, 1919. Serial No. 118,263. Published July 15, 1919.)—Toilet Soap.
- 127,424—The Andrew Jergens Company, Cincinnati, Ohio. (Filed December 31, 1918. Serial No. 114,893. Published August 5, 1919.)—Perfumes and Toilet Waters.
- 127,458—George R. Newell & Co., Minneapolis, Minn. (Filed October 15, 1917. Serial No. 106,776. Published July 2, 1918.)—Certain Named Food Products.
- 127,474—Peninsular Chemical Co., Detroit, Mich. (Filed May 2, 1919. Serial No. 118,091. Published July 15, 1919.)—Shaving-Cream.
- 127,479—Philadelphia Quartz Company, Philadelphia, Pa. (Filed May 26, 1919. Serial No. 118,933. Published August 5, 1919.)—Sodium Silicate.
- 127,481—Samuel W. Rapp, Jr., Morton, Ill. (Filed March 8, 1919. Serial No. 116,425. Published July 1, 1919.)—Compound, Either in Liquid or Paste Form, for Cleaning the Hands, Fabrics, Glassware, Porcelain, Metal Ware, Painted and Varnished Surfaces, Woodwork, and the like.
- 127,504—Alex. D. Shaw & Co., New York, N. Y. (Filed December 8, 1917. Serial No. 107,856. Published July 24, 1919.)—Olive-Oil.
- 127,521—The Thoro Corporation, Chicago, Ill. (Filed May 6, 1918. Serial No. 110,720. Published July 22, 1919.)—Powdered Skin-Cleanser Adapted to be used as a soap substitute.
- 127,573—American Drug & Press Association, Decorah, Iowa. (Filed April 19, 1919. Serial No. 117,610. Published July 29, 1919.)—Perfumes, Toilet Waters, Talcum Powders, Face-Powders, Toilet Creams.
- 127,575—Pharmaceutical Corporation, New York, N. Y. (Filed April 24, 1919. Serial No. 117,791. Published July 1, 1919.)—Menthol and Wintergreen Cream.
- 127,584—Robert Joseph Byers, Seattle, Wash. Filed February 18, 1919. Serial No. 115,946. Published July 29, 1919.)—Facial Creams and Lotions.
- 127,587—Joseph Chahin, Boston, Mass. (Filed September 11, 1918. Serial No. 113,117. Published July 15, 1919.)—Edible Oil Composed of Cottonseed Oil Flavored with Olive-Oil.
- 127,601—Gaspere Dolcibella, San Francisco, Cal. (Filed September 3, 1918. Serial No. 112,974. Published July 1, 1919.)—Hair-Tonic.
- 127,621—Iodent Chemical Company, Detroit, Mich. (Filed May 17, 1919. Serial No. 118,601. Published July 22, 1919.)—Tooth-Paste.
- 127,630—Kansas City Medicine Co., Kansas City, Mo. (Filed February 17, 1919. Serial No. 115,918. Published July 8, 1919.)—Hair-Restorative.
- 127,631—Koken Barbers' Supply Company, St. Louis, Mo. (Filed May 16, 1919. Serial No. 118,560. Published July 22, 1919.)—Dandruff-Exterminator.
- 127,632—Koken Barbers' Supply Company, St. Louis, Mo. (Filed May 16, 1919. Serial No. 118,561. Published July 22, 1919.)—Dandruff-Exterminator.
- 127,636—Maricatte et Cie, Indianapolis, Ind. (Filed May 17, 1919. Serial No. 118,605. Published July 22, 1919.)—Toilet Powders and Creams, Perfumery, and Toilet Waters.
- 127,637—Marinello Company of Illinois, Chicago, Ill., assignor to Marinello Company, La Crosse, Wis., a Corporation of Wisconsin. (Filed February 26, 1919. Serial No. 116,161. Published July 29, 1919.)—Certain Named Pharmaceutical Preparations.
- 127,639—Meyer Bros. Coffee and Spice Co., St. Louis, Mo. (Filed March 19, 1919. Serial No. 116,720. Published July 1, 1919.)—Teas, Mustard, Coffee, Ground Black Pepper and Flavoring Extracts for Foods.
- 127,643—Louis Mottard, London, England. (Filed June 6, 1918. Serial No. 111,394. Published July 22, 1919.)—Dyes for the Hair.
- 127,682—Morris Seader, Brooklyn, N. Y. (Filed February 3, 1919. Serial No. 115,605. Published July 1, 1919.)—Hair-Tonics.
- 127,694—Burton E. Turney, Bridgeport, Conn. (Filed March 31, 1919. Serial No. 117,071. Published July 29, 1919.)—Dental Creams.
- 127,696—Van Dyk & Co., New York, N. Y. (Filed May 1, 1919. Serial No. 118,073. Published July 1, 1919.)—Perfume Bases and Oils, Synthetic and Natural Flower-Oils, Benzaldehyde, and Certain Named Chemicals.
- 127,698—Joseph Venuto, Philadelphia, Pa. (Filed April 21, 1919. Serial No. 117,712. Published July 1, 1919.)—Skin-Lotions.
- 127,704—Madam Annie White, Cincinnati, Ohio. (Filed May 26, 1919. Serial No. 118,950. Published July 15, 1919.)—Hair-Tonics.

TRADE-MARK REGISTRATIONS APPLIED FOR

- 107,370—Kildirt Soap Products Co., Seattle, Wash. (Filed Nov. 14, 1917. Used since Sept. 25, 1917.)—Soap, Soap Powders and Cleansers.
- 108,352—The Cincinnati Soap Co., Cincinnati, Ohio. (Filed Jan. 8, 1918. Used since Aug. 1, 1917.)—Soap.
- 108,760—U. S. Industrial Alcohol Co., New York, N. Y. (Filed Feb. 1, 1918. Used since Sept. 1, 1917.)—Ethyl Alcohol.
- 109,306—Thames Drug Company, Beaumont, Texas. (Filed

- March 1, 1918. Used since June 1, 1917.)—A Preparation for the Treatment of Dandruff.
- 110,033—Arthur E. Petersen, Portland, Ore. (Filed April 6, 1918. Used since Dec. 5, 1917.)—A Laundry-Washing Compound.
- 111,606—Bogalusa Turpentine Company, Bogalusa, La. (Filed June 17, 1918. Used since on or about July 1, 1914.)—Rosin.
- 111,739—John Schmitz, Cleveland, Ohio. (Filed June 21, 1918. Used since May 22, 1918.)—A Washing Fluid for Clothes.
- 112,961—U. S. Industrial Alcohol Co., New York, N. Y. (Filed Aug. 31, 1918. Used since Aug. 1, 1918.)—Fusel-Oil or Amyl Alcohol, Denatured Alcohol, and Cologne-Spirits.
- 113,022—Chester J. Squires, Galesburg, Ill. (Filed Sept. 4, 1918. Used since August, 1914.)—Washing-Powder.
- 113,321—Steinwender-Stoffregen Coffee Co., St. Louis, Mo. (Filed Sept. 23, 1918. Used since about Oct. 1, 1909 for flavoring extracts and since about Sept. 1, 1893, for coffee.)—Flavoring Extracts for Food and Roasted Coffee.
- 114,339—Flaherty & Urbanowski Co., Peru, Ill. (Filed Nov. 25, 1918. Used since March 28, 1917.)—Vanilla Extract and Lemon Extract for Food-Flavoring Purposes.
- 115,151—Jacques Ernest Magurier, Paris, France. (Filed Jan. 13, 1919. Used since on or about Dec. 10, 1909.)—Toilet Waters, Perfumes, Colognes, Face-Creams, Sachet-Powders, Cosmetics, Face-Lotions, Brilliantines, and Rice Powder.
- 116,627—Simmons Hardware Company, St. Louis, Mo. (Filed March 15, 1919. Used since June 5, 1911.)—Shaving-Cream and Shaving-Soap.
- 117,038—Morris V. Dunn, Brooklyn, N. Y. (Filed March 31, 1919. Used since March 15, 1919.)—Cosmetics, viz., Face-Powders and Rouges.
- 117,039—Morris V. Dunn, Brooklyn, N. Y. (Filed Mar. 31, 1919. Used since March 15, 1919.)—Cosmetics, viz., Face-Powders and Rouges.
- 117,040—Morris V. Dunn, Brooklyn, N. Y. (Filed March 31, 1919. Used since March 15, 1919.)—Cosmetics, viz., Face-Powders and Rouges.
- 117,041—Morris V. Dunn, Brooklyn, N. Y. (Filed March 31, 1919. Used since March 15, 1919.)—Cosmetics, viz., Face-Powders and Rouges.
- 117,151—The Carlton Co., New York, N. Y. (Filed April 4, 1919. Used since Aug. 15, 1915.)—Soap.
- 117,856—Clifton Spear, Texarkana, Tex. (Filed Apr. 25, 1919. Used since Oct. 10, 1914.)—Rolling Massage-Cream and Vanishing Cream.
- 118,016—James S. Kirk & Company, Chicago, Ill. (Filed Apr. 30, 1919. Under ten-year proviso. Used since on or about Feb. 1, 1884.)—Toilet Soap.
- 118,612—Frederick Stearns & Co., Detroit, Mich. (Filed May 17, 1919. Used since Sept. 25, 1917.)—Medicated Soap.
- 118,740—National Aniline & Chemical Company, Incorporated, New York, N. Y. (Filed May 20, 1919. Used since Feb. 4, 1904.)—Oil of Peppermint Used as a Flavor for Soft Drinks.
- 118,897—The Southern Cotton Oil Company, Jersey City and Bayonne, N. J.; New York, N. Y.; Gretna, La.; Savannah, Ga., and Chicago, Ill. (Filed May 24, 1919. Used since about October, 1910.)—A Cottonseed-Oil Shortening Compound Composed of Fatty Oleaginous or Unctuous Food Substances.
- 119,098—American Laboratories Incorporated, Richmond, Va. (Filed June 2, 1919. Used since on or about April 10, 1919.)—Food-Flavoring Extracts.
- 119,143—Wright, Layman & Umney, Limited, London, England. (Filed June 2, 1919. Used since June 29, 1896.)—Perfumed Soap.
- 119,189—Arthur O. Freedman, Boston, Mass. (Filed June 4, 1919. Used since about Nov. 1, 1918.)—A Skin-Lotion.
- 119,261—Edwin A. Buchholz, Peoria, Ill. (Filed June 6, 1919. Used about Oct. 15, 1914.)—Shampoo, Vanishing Cream, Skin-Lotions and Nail-Polish.
- 119,344—Garrett and Company, Incorporated, Penn. Yan, N. Y. (Filed June 9, 1919. Used since May 17, 1919.)—Food-Flavoring Extracts.
- 119,443—Runyan Chemical Products Co., Omaha, Neb. (Filed June 10, 1919. Used since May 1, 1919.)—A Preparation in Powdered Form for Cleaning and Scrubbing and a Preparation in Soft-Soap Form for Washing the Skin.
- 119,486—E. Lawrence & Co., Chicago, Ill. (Filed June 11, 1919. Used since June, 1904.)—Toilet Goods, namely, Face-Cream, Tooth-Cream, Liquid Court-Plaster, Depilatories, Face-Powder, Rouge, Cuticle-Remover, Nail-Polish, and Deodorant.
- 119,763—Colgate & Co., Jersey City, N. J., and New York, N. Y. (Filed June 19, 1919. Used since March 25, 1890.)—Soaps.
- 120,043—Joseph H. Calisher, New York, N. Y. (Filed June 28, 1919. Used since Oct. 10, 1913.)—Perfumes and Toilet Waters, Face-Powders, Sachet-Powder, Talcum Powder, Cold-Creams, Compact Rouge, Compact Powder, Smelling-Salts, Bath-Salts, Eyebrow-Pencils, and Lip-Sticks.
- 120,136—Tokalon, Inc., New York, N. Y. (Filed June 30, 1919. Used since the middle of June, 1919.)—Toilet Preparations, namely, Toilet Creams, Face-Powders and Skin-Lotions.
- 120,345—Globe Grocery Stores, Inc., Brooklyn, N. Y. (Filed July 8, 1919. Used since about June 15, 1915.)—Flavoring Extracts for Foods.
- 120,460—Kashmir Chemical Company, Chicago, Ill. (Filed July 11, 1919. Used since July 1, 1919.)—Liquid Shampoo for the Hair and Scalp, Hair-Pomade, Face and Talcum Powders, Cold-Cream, Vanishing Cream, Cream-Balm and Cleansing-Cream for Massaging the Face and Skin, Rouge, and Toilet Water.
- 120,646—Robert E. Leyendecker, New York, N. Y. (Filed July 17, 1919. Used since June 1, 1919.)—A Washing-Powder.
- 120,687—The Armand Company, Des Moines, Iowa. (Filed July 19, 1919. Used since May 29, 1916, on face-powder; since July 27, 1916, on the other items.)—Face-Powder, Cold-Cream, Hair-Wash, Tooth-Paste, Rouge, Shampoo Preparations, and Perfume.
- 120,838—Miracle Manufacturing Company, Detroit, Mich. (Filed July 23, 1919. Used since May, 1917.)—A Non-Saponaceous Washing Fluid.
- 121,181—Jessica Ogilvie, New York, N. Y. (Filed Aug. 1, 1919. Used since March 15, 1919.)—A Deodorant.
- 121,234—Gus Berman, Atlanta, Ga. (Filed Aug. 4, 1919. Used since May 10, 1919.)—A Cold-Cream for the Skin; a Pomade for the Hair, and a Face-Powder.
- 121,238—Herbert S. Clark, Philadelphia, Pa. (Filed Aug. 4, 1919. Used since July 30, 1919.)—Talcum Powder, Face-Powder and Rouge.
- 121,320—Saberton Manufacturing Co., Tampa, Fla. (Filed Aug. 6, 1919. Used since May 1, 1919.)—Shampoos.
- 121,380—William A. Baker, Chicago, Ill. (Filed Aug. 8, 1919. Used since July 1, 1919.)—Cosmetics, the Particular Goods on Which I Apply the Trade-Mark being Lip-Pomades, Lip-Rouges, Cheek-Rouges (Moist and Dry), Eyebrow-Pencils, Rouge Powder, Massage-Stick, and Liquid Rouge.
- 121,386—Alice Wunder Earley, Los Angeles, Cal. (Filed Aug. 8, 1919. Used since 1910.)—A Cream to be Used on the Throat, Neck, and Bust.
- 121,414—Puritan Pharmaceutical Company, St. Louis, Mo. (Filed Aug. 8, 1919. Used since 1890.)—Face-Creams, Face-Powders, Talcum Powders, Liquid and Compact Rouges, a Lotion for Hands and Face, Eyebrow-Pencils, Lip-Stick, Nail-Polish, Depilatory, Deodorant for Relief of Perspiration-Odor, Toilet Water and Perfumes.
- 121,436—The Armand Company, Des Moines, Iowa. (Filed Aug. 9, 1919. Used since May 29, 1916, on face-powder; since July 27, 1916, on the other items.)—Face-Powder, Cold Cream, Hair-Wash, Tooth Paste, Rouge, Shampoo Preparations and Perfume.
- 121,508—Walter A. Woolf, Buffalo, N. Y. (Filed Aug. 9,

1919. Used since June 1, 1917.)—Freckle-Bleach (Extra Strength), Massage-Cream, Astringent Cream.
- 121,561—The Bonheur Co., Syracuse, N. Y. (Filed Aug. 12, 1919. Used since February, 1913.)—Toilet Water.
- 121,610—Thomas Lyle Williams, Chicago, Ill. (Filed Aug. 12, 1919. Used since on or about June 15, 1917.)—A Preparation for Stimulating the Growth of Eyebrows and Eyelashes.
- 121,618—Coffin Redington Co., San Francisco, Cal. (Filed Aug. 13, 1919. Used since May 1, 1919.)—Toilet Powders and Hair Preparations, Consisting of Depilatories, Dry and Liquid Shampoos and Hair-Oils.
- 121,636—G. C. McConnell & Co., Ford, Mich. (Filed Aug. 13, 1919. Used since June 12, 1919.)—A Waterless Hand-Soap.
- 121,688—Nettie Bentley, Washington, D. C. (Filed Aug. 15, 1919. Used since October, 1915.)—A Preparation of Cold-Cream for the Face and Hands.
- 121,753—Elizabeth N. Coles, New York, N. Y. (Filed Aug. 18, 1919. Used since Jan. 2, 1919.)—A Hair-Dressing and Dandruff-Oil.
- 121,856—Boston Blacking Co., Cambridge, Mass. (Filed Aug. 21, 1919. Used since Jan. 31, 1919.)—Automobile-Soap.
- 121,905—Lehn & Fink, Inc., New York, N. Y. (Filed Aug. 22, 1919. Used since about Sept. 1, 1916.)—Cold Cream.
- 121,942—Philadelphia Quartz Company, Philadelphia, Pa. (Filed Aug. 23, 1919. Used since prior to, on, or about Aug. 12, 1909.)—Sodium Silicate.
- 121,955—Louis Victor Assanti, Boston, Mass. (Filed Aug. 25, 1919. Used since May 28, 1919.)—Hair-Tonic.
- 122,274—Virgona & Company, New York, N. Y. (Filed Sept. 3, 1919. Used since May 1, 1919.)—Canned Olive-Oil.
- 122,406—Max Robins, Chicago, Ill. (Filed Sept. 6, 1919. Used since March 31, 1915.)—Tooth-Paste.
- 122,408—Frederick Stearns & Co., Detroit, Mich. (Filed Sept. 6, 1919. Used since Aug. 29, 1919.)—Perfumes, Talcum and Face Powders, Toilet Waters, and Face-Creams.
- 122,569—Gaughan & Painter, Jeannett, Pa. (Filed Sept. 11, 1919. Used since on or about Aug. 1, 1918.)—Hair-Tonics.
- 122,672—Henry S. Woolner, Los Angeles, Cal. (Filed Sept. 13, 1919. Used since Aug. 1, 1919.)—Hair-Tonic.

TRADE NAME SIMILARITY

Setting forth that the trade name "Good Wear Tire and Tube Company" so closely resembles and simulates the previously established trade name, "Goodyear Tire and Rubber Company" as to mislead the public and to result in confusion and embarrassment to the Goodyear Tire and Rubber Company, the Federal Trade Commission has issued a formal complaint of unfair competition against Leo Cohen and B. Counselbaum, Chicago, manufacturers of rebuilt automobile tires.

The complaint sets forth that Cohen and Counselbaum, using the trade name "Good Wear," adopted in their advertisements "a style and general scheme of the advertisements extensively used by the Goodyear Company for many years," with the effect of "securing to themselves the benefit and advantages of extensive advertising previously done by the Goodyear Tire and Rubber Company."

Cohen and Counselbaum, who are also charged with so wording advertisements of their remade used tires as to lead the purchasing public to believe that they are new and unused tires, were directed to file answer with the Commission at Washington November 26.

News Permeates Every Page.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

OUR WASHINGTON BUDGET.

(Continued from page 300)

previous to the war, with the exception of alcoholic beverages, are now coming in, say the officials, although in the case of some foods in not as large quantities. War embargoes on some foods are still in effect in a few countries. For instance, olive oil cannot as yet be shipped from Italy. Olive oil, however, is being imported from France and Spain.

The officials of the Treasury Department co-operate with those of the Bureau of Chemistry, United States Department of Agriculture, in enforcing the provisions of the Federal Food and Drugs Act relating to imported foods and drugs.

IMPORTATIONS OF OLIVE OIL FROM EUROPE.

Olive oil, which was scarce during the war, and which can not yet be obtained from Italy, except in small amounts, is now being imported from Spain and France in sufficient volume to meet the usual demands of this country. Its quality is equal to that of Italian oil. This is stated by officials of the Bureau of Chemistry, Department of Agriculture, who supervise the inspection of all foods and drugs imported from foreign countries.

The largest quantity of the oil now comes from Spain. In 1914 the United States imported only 362,483 gallons of olive oil from Spain, according to statistics furnished by the Bureau of Foreign and Domestic Commerce, but during the first eight months of the year 1919 there were imported into this country from Spain 6,608,468 gallons, or nearly twenty times as much as five years ago. From Italy in 1914 there were imported 4,319,567 gallons, but during the first eight months of the current year only 23,851 gallons came from Italy, this being less than one per cent of the importation from Italy five years ago.

More olive oil is now coming from France than from Italy, but the quantity coming from France is still much below the pre-war volume. In 1914 this country imported 949,858 gallons from France; during the first eight months of this year 94,288 gallons came from France, which is just about one-tenth of the pre-war volume.

The total amount of olive oil imported into the United States from all countries for the year 1914 was 6,217,560 gallons, while the total importations from all countries for the first eight months of the year 1919 were 6,742,710 gallons, or approximately half a million gallons more than was imported in 1914.

The quality of the olive oil from France and Spain is equal, in the opinion of the food specialists, to that of the Italian oil.

DRUG TRADE CONFERENCE MEETS.

Samuel C. Henry, secretary of the National Association of Retail Druggists, was elected president of the Drug Trade Conference which held its annual session here at the Willard Hotel.

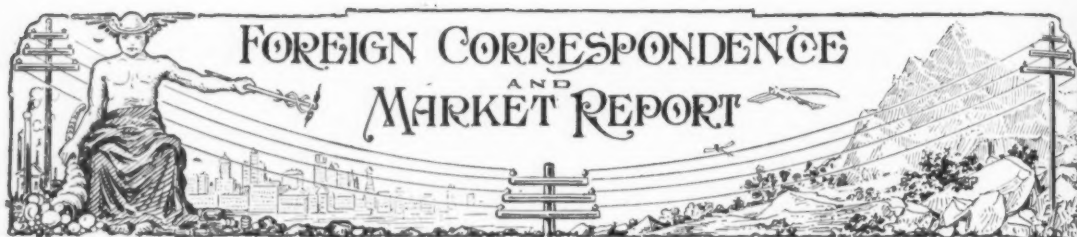
The Conference went on record as favoring regulations that will liberalize the use of tax-free alcohol for manufacturing purposes. The druggists also favored the so-called Calder bill S. 3011 "to protect interstate commerce in foods, drugs, and medicines, and to extend the provisions of the Food and Drugs Act."

The Senate before adjournment without debate passed the Dyestuff Resolution which provides temporary legislation until the Senate can take some definite action on the Longworth Dyestuff Bill which was passed by the House some weeks ago.

MISCELLANEOUS WASHINGTON NOTES.

Representative Kelly of Pennsylvania has introduced a bill in the House "To provide for collective bargaining between employers and employees in all industries engaged in interstate commerce." The bill has been referred to the House Committee on the Judiciary.

The United States Civil Service Commission has announced that it will hold an examination on December 13 for examiner of drugs. The successful candidate will fill a vacancy in the Appraisers' Office, Customs Service, Baltimore, Maryland.



BELGIUM.

FOREIGN TRADE.—Vice Consul Chas. W. Drew, jr., Brussels, says: Although the sources of information on foreign trade which are open to Belgian merchants are not at the present time adequate, they show from the American point of view some promise for the future. Branch offices and agencies of American firms are being rapidly established or reopened, and these offer a workable source for specific or general information. There is a Belgian-American Chamber of Commerce, situated at 4 Montagne du Parc, Brussels, which is in a position to be of considerable service as a source of information to American exporters.

CHINA.

TRADE STATISTICS.—Consul A. A. Williamson, at Darien, supplies some trade figures for 1917, only just now made available. The net trade of the port of Darien increased from \$82,600,000 in 1916 to \$138,700,000 in 1917. Among the imports in 1917 were the following: Perfumery and cosmetics, \$123,025, an increase of \$32,050; foreign soap, \$266,788, a gain of \$121,000; toilet requisites, \$111,385, an increase of \$7,000. Of the perfumery and cosmetics imports \$73,511 valuation was shipped by rail into the interior of China; of soap, \$193,300; of toilet requisites, \$83,413. Soya bean oil was the chief item exported from Darien to the United States, the 1917 value being \$19,740,640.

CAMPHOR.—Consul General George E. Anderson, Hongkong, reports that continued strong demand abroad has resulted in a rather large movement of camphor from Hongkong to the United States and Europe after more or less collapse of the trade in the last few years. Shipments to the United States have been made in two recent months to the value of \$176,900 gold. The exports from Hongkong in the first six months of the current year have been valued at \$289,710, of which the United States took \$181,551 worth (Hongkong figures).

EGYPT.

TRADE OPPORTUNITIES.—A consular report says that one of the possible opportunities for American trade in Egypt is in chemicals, drugs, perfumery, soap, etc., which Egypt imported to the value of over \$4,000,000 in the year 1916. The more comfortable classes in Egypt are large consumers of perfumery and there is a certain demand for cheap soap. One of the most promising fields is the exportation to Egypt of cottonseed oil, peanut oil, bean oil, and other similar vegetable oils, which, however, will have

(Continued on page 320.)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Although the releasing of invoices of imported essential oils that were tied up on vessels, which were prevented from unloading during the weeks that the longshoremen's strike at this port was in progress, has given some relief to manufacturing consumers, the quantity thus made available was insignificant compared with the pressing needs of the trade. The outlook for supplies for a long time to come holds out little of encouragement and much that is of a contrary character. Short crops of most foreign oils this season, following forced curtailment of production during the years of the world war preclude the possibility of meeting with an approach to approximate satisfaction the largely increased consumption of this country, not to speak of the gradually extending needs of the old world.

The limit of the advance in prices that has been going on for five years has yet to be reached, in many cases, at least, and in the opinion of competent trade authorities will not be in sight until transportation conditions become normal and the balance between supply and demand is more evenly adjusted.

An interesting comparison recently made between prices now prevailing and those in effect but three months ago, shows advances in many instances of 25 to 50%, and of even more in several cases. Among those oils in which the increase of price is shown to have been greatest are bay, citronella, sweet birch, eucalyptus, caraway, lavender flowers, ylang ylang, orange, lemongrass, linoleo, tansy, saffrafras, and patchouly, which by no means exhausts the list of imported and domestic oils that have reached price levels seldom if even before surpassed.

Aromatic Chemicals.

A detailed review of the situation with reference to the aromatic chemicals can be little more than a repetition of what has been already said in these pages. The only change, if it can be called a change, that has occurred during the interim has been an accentuation of the scarcity of many of the more important articles making up the list of these most essential raw materials of perfumery and extract manufactures.

A notable development that is a matter of much concern to the trade is the difficulty, amounting almost to an impossibility of procuring supplies of phenyl products from Europe. The supply of both phenyl acetic aldehyde and phenylethyl alcohol is virtually exhausted here, and inquiries addressed to the European manufacturers fail to draw offerings of any consequence. The information is added that the near future, at least, holds out no prospect of better supplies. While the cause of the extreme scarcity is not clearly defined in advices received from producers, it is assumed that it is to be found in the same conditions that have resulted in a paucity of so many European products—the effects of the war upon labor and production.

To the list of articles that are most difficult to obtain even at unprecedented high prices is to be added citronellol, its scarcity being due to short production and high cost of citronella and geranium oils. The supply of heliotropin being dependent upon saffron production promises to remain exceedingly short, if it does not fail altogether, because of the difficulties presented in the securing of the raw material. The high level attained

(Continued on page 320.)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter, per pound	\$9.50-9.75
Almond, F. P. A.	9.75-11.00
Almond, Artificial	1.75-2.00
Almond, Sweet True	1.00-1.20
Almond, Peach-Kernel	.45-.50
Amber, Crude	2.00
Amber, Rectified	2.25
Anise	1.65
Anise, Lead free	1.75
Aspic (spike)	2.00
Bay, Porto Rico	4.50
Bergamot, 35-36%	5.25
Birch (Sweet)	5.75-6.00
Birchar, Crude	.60
Birchar, Rectified	2.75
Bois de Rose, Femelle	nominal
Cade	1.00-1.10
Cajeput	.75-.85
Calamus	4.75-5.00
Camphor, Jap, "white"	.24
Cananga, Java	5.00-5.25
Cananga, Java, Rectified	5.75-6.00
Caraway Seed	6.50-6.75
Cardamon	22.00-27.50
Carvol	13.00-14.00
Cassia, 75-80% Technical	2.40
Cassia, Lead Free	2.50-2.60
Cassia, Redistilled	3.00
Cedar Leaf	2.10-2.25
Cedar Wood	.32
Celery	20.00-22.00
Cinnamon, Ceylon	28.00
Citronella, Ceylon	.65
Citronella, Java	.95
Cloves, Zanzibar	3.80-3.90
Cloves, Bourbon	4.50
Copaiba	.95-1.00
Coriander	60.00-65.00
Croton	1.35
Cubebs	10.00
Cumin	10.00
Erigeron	8.00
Eucalyptus, Australian, 70%	.95
Fennel, Sweet	3.00-3.25
Geranium, African	9.25-9.50
Geranium, Bourbon	8.25-8.50
Geranium, Turkish (palma rosa)	5.00-5.25
Ginger	8.00-8.25
Gingergrass	3.25
Guaiac (Wood)	5.75-6.00
Hemlock	.95-1.10
Juniper Berries, Rectified	7.25-7.40
Lavender, English	24.00
Lavender, Fleurs	12.00-13.00
Lavender, Spanish	2.00-3.00
Lemon	1.45
Lemongrass	2.50
Limes, Distilled	1.15-1.25
Limes, expressed	4.00-4.25
Linaloe	6.50
Mace, distilled	1.65-1.75
Mustard, genuine	30.00
Mustard, artificial	12.50
Neroli, petale "Bigarade"	130.00-160.00
Neroli, Bigarade	120.00
Neroli, artificial	18.50-19.00
Nutmeg	1.75
Opoponax	nominal
Orange, bitter	3.50
Orange, sweet, Italian	4.25-4.10
Orange, sweet, West Ind.	3.75
Origanum	.50-.60
Orris Root, concrete, foreign	5.15-5.50
Orris Root, concrete, domestic	5.25-5.50
Orris Root, absolute, (oz.)	40.00-45.00
Parsley	8.00-8.25
Patchouly	20.00-25.00
Pennyroyal, American	1.75-2.00
Pennyroyal, French	8.00-8.25
Peppermint Oil	8.75-9.00
Peppermint, redistilled	4.00-4.25
Petit Grain, So. American	9.00
Petit Grain, French	4.25
Pimento	2.25-2.50
Pine Needles, from Pinus Sylvestris	17.50-18.00
Rose, Bulgarian (ounce)	18.00-20.00
Rose, French (ounce)	1.25-1.30
Rosemary, French	1.25-1.30
Rosemary, Spanish	4.50
Rue	4.50
Sage	nominal
Saffrol	11.00-11.25
Sandalwood, East India	6.50
Sandalwood, West India	nominal
Sassafras, artificial	2.00-2.10
Sassafras, natural	6.00-6.25
Savin, French	20.00
Snake Root	12.50
Spearmint	.95-1.00
Spruce	4.25-4.50
Tansy	2.00
Thyme, French, red	2.15-2.30
Thyme, French, white	1.90-1.95
Thyme, Spanish, red	15.50-16.00
Vetivert Bourbon	9.00
Wintergreen (genuine galtheria)	6.50-7.00
Wormseed	11.00-12.00
Wormwood	15.50-16.00
Ylang-Ylang, Bourbon	28.00-35.00
Ylang-Ylang, Manila	

AROMATIC CHEMICALS.

Acetophenone	8.50
Amyl Salicylate, dom.	2.25-2.50
Amyl Salicylate, for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde	7.25-7.50
Benzaldehyde, domestic	1.25-1.50
Benzaldehyde, F. F. C. domestic	1.75-2.00
Benzyl Acetate, domestic	2.25-2.50
Benzyl Acetate, foreign	nominal
Benzyl Alcohol	2.75-3.25
Benzyl Benzoate	5.00
Borneol	3.50
Bornylactate	5.50
Bromstrol	10.00
Cinnamic Acid	7.25-7.50
Cinnamic Alcohol	40.00-45.00
Cinnamic Aldehyde	5.50
Citral	4.75
Citral C. P.	3.70-4.00
Citronellol, domestic	17.00-19.00
Citronellol, foreign	25.00
Cumarin, natural	nominal
Cumarin, artificial, dom.	8.00-9.00
Cumarin, artificial, for.	—
Diphenylmethane	2.25-2.50

Diphenyloxide	1.25-1.50
Ethyl Cinnamate	8.00-10.00
Eucalyptol	1.50-1.60
Eugenol	5.00-6.00
Geraniol, domestic	3.00-3.50
Geraniol, foreign	4.75-5.00
Geraniol, from citronella	5.00-5.25
Geranyl Acetate	7.25
Heliotropin, domestic	3.75-4.00
Indol, C. P.	20.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	11.00-12.00
Linalol	7.50-12.00
Linalyl Acetate	13.00-16.00
Linalyl Benzoate	nominal
Methyl Anthranilate	16.00-18.00
Methyl Cinnamate	7.25-9.00
Methyl Heptenone	10.00-12.00
Methyl Heptene Carbon	125.00-140.00
Methyl Paracresol	16.00-25.00
Methyl Salicylate	75-80
Mirbane, rect. drums	19-21
Musk Ambrette	80.00-85.00
Musk Ketone	55.00-60.00
Musk Xylene	12.00-14.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	45.00-50.00
Phenylethyl Alcohol	36.00-38.00
Phenylacetic Acid	18.00
Rhodinol, domestic	nominal
Rhodinol, foreign	25.00
Skatol, C. P.	57.00
Terpineol, C. P.	1.00-1.25
Terpinyl Acetate	3.25
Thymol	7.50-8.00
Vanillin	.90-1.00
Violet, artificial	12.00-18.00

BEANS.

Tonka Beans, Para.	1.25-1.30
Tonka, Beans, Angostura	1.55-1.75
Vanilla Beans, Mexican	4.25-5.75
Vanilla Beans, Cut.	3.50-3.75
Vanilla Beans, Bourbon whole	2.75-3.50
Vanilla Beans, Bourbon cuts	2.75-3.00
Vanilla Beans, Tahiti yellow label	2.75-3.25

SUNDRIES.

Alcohol, cologne spirits, gallon	4.90-5.00
Ambergris, black (oz.)	12.00-15.00
Ambergris, gray	26.00-28.00
Chalk, precipitated	.03-10
Civet, horns (oz.)	3.00-3.50
Lanolin	.25-.35
Menthol	12.00-12.50
Musk, Cab., pods (oz.)	—
Musk, Cab., grains (oz.)	25.00-28.00
Musk, Tonquin, pods (oz.)	30.00
Musk, Tonquin, grains (oz.)	42.00-45.00
Orris Root, Florentine, whole	22-24
Orris Root, powd., & gran.	25-26
Rice Starch	28-30
Talc, Italian (ton)	nominal
Talc, French (ton)	nominal
Talc, domestic (ton)	20.00-40.00

THE MARKET.

(Continued from page 318)

by the price of vanillin a month ago, has since been exceeded, but as there are indications of a reaction in the clove market from the effects of what appears to have been speculative influences, the limit of the advance may have been reached.

Vanilla Beans.

In the brief interval that has passed since conditions in the vanilla bean trade were last considered in this column little opportunity for developments out of the ordinary routine has occurred. The question of supplies is one that gives little concern to dealers or consumers since they are adequate to the undoubted large requirements of consumption in the case of the Mexican variety at least and are available at relatively low prices. While hesitation has been shown by some manufacturers to make commitments for beans much in advance of actual requirements of their business, owing to a fear of possible legislation compelling changes of their formulae, the activity in large consuming industries compels commensurate buying of this raw material, resulting in a continuously active market. As to the matter of possible adverse legislation the recent publication of the list of standards adopted by the Bureau of Internal Revenue, for flavoring extracts for household use and not suitable for beverage purposes, would seem to go far toward dissipating fears on this score.

The tonka bean trade offers no features that call for extended comment. That present prices will be maintained, if not exceeded in the period of six months intervening to the next crop, is held to be unquestionable, in view of the heavy demands of the manufacturing tobaccoists.

FOREIGN CORRESPONDENCE.

(Continued from page 318.)

to meet with the close competition of coconut and bean oil from Japan and other parts of the Orient.

FRANCE.

TRADE IN 1918.—During 1918 there was a decrease of \$1,474,380,075 in the value of imports and of \$360,793,235 in the value of exports, as compared with the previous year. The balance of trade against France in 1918 was \$3,043,895,061, as compared with \$4,157,481,901 in 1917, a decrease of nearly 27 per cent. Of the total imports into France in 1918 \$1,297,501,172, or 33 per cent, were from the United States. This was \$201,414,414 more than was imported from Great Britain.

Exports of perfumery and soap in 1918 follow: To United States, \$1,800,000; to Great Britain, \$2,416,000; to Italy, \$1,640,000; to Spain, \$371,000; to Argentina, \$791,000.

TRADE IN 1919.—The total value of the declared exports from the Paris consular district to the United States for the first nine months of 1919 was \$56,737,756 against \$22,937,789 for the same period in 1918. There were notable increases this year in the export of perfumery.

GERMANY.

IMPORT AND EXPORT REGULATIONS.—All German imports and exports are subject to individual licenses issued on behalf of the Minister of Economics by the Commissioner for Import and Export Licenses. The principles governing the issue of licenses are constantly changing and almost all applications are being decided on individual merits. The object is to secure suitable prices and credits, and to prevent the influx of manufactured and luxury ar-

ticles, and the outflow of needed raw materials and half-manufactured goods. The new law against the outflow of capital went into effect September 18, 1919. It provides that banks must keep records of all remittances and transfers to foreign countries, except where it is for the bank's own account or on behalf of a foreign client. Subject to this provision all German foreign exchange transactions are now free, as the regulations for foreign exchange were cancelled September 12, 1919. The export of banknotes is still subject to license of the Reichsbank, which decides each application on individual merits.

GREAT BRITAIN.

MAIL RESTRICTIONS.—Dyestuffs, certain acids, drugs and chemicals, certain stains and pigments, scientific and optical instruments and opti-glass and a few other articles are restricted from the mails to the United Kingdom except under license. The notice sets forth that, except under license, the articles hereinafter mentioned, among other articles, are prohibited transmission in the regular and parcel-post mails to the British possessions:

(1) All derivatives of coal tar generally known as intermediate products capable of being used or adapted for use as dyestuffs or of being modified or further manufactured into dyestuffs.

(2) (i) Synthetic drugs (including antiseptics).

(ii) Synthetic perfumes and flavoring, esters and acid, derivatives of aromatic hydrocarbons, alkaloids and their salts (except quinine), saccharine or other substances of like nature or use; thymol.

(3) Optical glass and lenses.

(4) Scientific glassware.

(5) Illuminating glassware.

(6) Laboratory porcelain.

(7) Scientific and optical instruments.

(8) Potassium compounds.

OIL EMBARGO AMENIED.—The British Board of Trade announces that from October 23, 1919, the export embargo on all edible oils, except cocoanut oil, groundnut oil, and palm-kernel oil has been removed. The exportation of these three oils remains prohibited to all destinations except under license.

RUSSIA.

NIZHNI-NOVGOROD FAIR.—Goods valued at more than \$60,000,000 changed hands at the 1919 fair, eclipsing all records for the six weeks. There were good displays of cosmetics, soaps and toilet ware, British goods predominating. Extracts and flavors also were on sale. A correspondent suggests American manufacturers should exhibit in the 1920 fair.

SPAIN.

EXPORTS OF OLIVE OIL.—During May, 1919, the exports of olive oil from Spain amounted to 28,112 tons. This amount added to the exports during the first four months of this year gives a total of exports for the period January 1 to May 31, 1919, of 73,795 tons.

Movable Crown.

"Is her hair crown of glory?"

"Yes; and at night she abdicates."—*Town Topics.*



GROWTH OF GLYCERINE INDUSTRY.

The Division of Statistics of the Bureau of Foreign & Domestic Commerce, Department of Commerce, has prepared the following interesting report on the United States foreign trade in glycerine.

As a direct result of the war the United States trade in glycerine has been completely revolutionized. Imports ranging from 20,000,000 to 40,000,000 pounds annually for a decade and a half prior to 1914 dwindled to a little over 1,000,000 pounds in 1919; and the increase in the production of glycerine in the United States since the outbreak of the war has been such as not only to supply in large measure the enormously expanded domestic consumption but also to make possible the exportation of 21,000,000 pounds in 1918, and 13,000,000 pounds in 1919. (Before the war exports of glycerine, if any, were included with "All other chemicals"; but the increase in the exportation of glycerine was so great as to lead to its separate enumeration in 1918 in the statistical classification of exported merchandise.)

Glycerine was discovered by Scheele in 1779 when preparing lead plaster from olive oil, and was produced extensively in England, France, and other European countries as a by-product of the soap and candle industries long before its manufacture was begun in the United States in 1847. In 1850 only 150 pounds of glycerine were produced in this country. Six years later glycerine was still comparatively rare, selling at \$1.75 per pound.

The world production of crude glycerine prior to the war has been stated to be 40,000 tons per annum, 14,000 of which were from soap manufacture and 26,000 tons from stearin manufacture, of which England produced 5,500 tons, France 3,500 tons, the United States 3,000 tons, and Germany 2,000 tons from soap-making; and France 6,000 tons, Germany and the United States 3,000 tons each, Holland, Austria, and Russia 2,000 tons each, with smaller amounts in other countries from the manufacture of stearic acid.

By 1884, imports of glycerine into the United States were of sufficient importance to be segregated from "all other chemicals" and, as stated, are shown separately in the import schedule thereafter. Notwithstanding wide fluctuations in both quantity and value from year to year, the import trade continued to grow until the high-record quantity of 41,171,526 pounds was reached in 1910, and the high-record value of \$4,486,415 in the fiscal year ended June 30, 1914, immediately preceding the war.

The magnitude and value of this import trade in glycerine are evident from the total receipts in the period 1884-1919, amounting to 725,699,035 pounds, of the aggregate value of \$65,620,376.

From 1884 to 1910 France led as a supplier of glycerine to the United States, with the exception of the year 1900, when the United Kingdom sent a slightly larger quantity.

England ranked first in 1911, 1912, 1913, and 1915, France again in 1914 and 1916; and in 1917 imports of glycerine from these countries ceased, to be resumed with shipments aggregating only 102,655 pounds from the United Kingdom in 1919.

With the outbreak of the war the United States had naturally to seek other sources for a goodly part of such glycerine as it continued to import. Cuba had long been a shipper of glycerine to this country, and sent steadily increasing quantities each year from 1914 to 1918, but shipments declined somewhat in 1919. Canada contributed important amounts in 1914 and 1915, as did Mexico also, though there has been a decided drop in the shipments from the latter country to the United States dating from 1916 and shipments from the former entirely disappeared in 1918—to reappear, however, in 1919. Argentina and Brazil, and in lesser degree Uruguay, Venezuela, and Japan, have been the chief new sources of supply.

In July, 1919, the United States imported 418,253 pounds of glycerine, valued at \$45,061, or an average price of \$0.108 a pound, contrasted with 233,660 pounds, valued at \$109,564, or \$0.469 a pound, in July, 1918; in August, 231,791 pounds, valued at \$24,930, or \$0.107 a pound, contrasted with 4,421 pounds, valued at \$1,348, or \$0.305 a pound, in August of last year. For the eight months, January—August, 1919, imports of glycerine into the United States totaled 1,219,715 pounds, valued at \$184,839, or \$0.151 a pound, against 1,080,920 pounds, valued at \$472,019, or \$0.437 a pound, in the corresponding period of the calendar year 1918.

The Bureau of the Census gives the production of crude glycerine for sale in the calendar year 1914 as 16,568,920 pounds, valued at \$2,278,976. The refined glycerine made during the same year amounted to 60,944,799 pounds valued at \$10,779,204. This glycerine was produced in 119 establishments, 19 of which were located in New York and the same number in Ohio, 12 in Illinois, 10 in Pennsylvania, 9 each in California and Massachusetts and the others scattered throughout the States.

Comparing these figures with the domestic exports of crude glycerine aggregating 21,045,991 pounds in the year ended June 30, 1918, and 13,018,882 pounds in the fiscal year 1919, while imports dropped to 1,875,531 pounds in the former year and to 1,171,679 in the latter, and in view of the well-known fact that enormous quantities of domestic glycerine were utilized in the increased manufacture of explosives in this country since 1914, it is evident that tremendous expansion in the recovery of crude glycerine has taken place in our domestic industries since the war began.

Glycerine made in the United States was exported to 54 countries during the fiscal year 1918, 91 per cent of it going to Europe. The bulk of the 21,045,991 pounds exported in that year went to allied countries, Italy taking 18,886,974 pounds, Canada 1,436,92, England 214,953, France 100,940 pounds, and Japan only 80,917 pounds.

Following the signing of the armistice there was a radical change in the destination of America exports of glycerine. Compared with the previous year, shipments to Italy show a sharp decline in 1919, while those to the United Kingdom and Japan materially increased. Larger amounts are also going to South America. Further, a movement to Oriental markets may be noted.

(Continued on page 325)

GERMAN RESINS AND THEIR UTILITY IN SOAP MANUFACTURE

By F. GOLDSCHMIDT AND G. WEISS.

(Continued from page 292, October, 1919)

In the following tables the analytically determined composition of the dried residues is given:

Extraction resin S (iodine number of the resin 109.0, according to Huebl); Sample 1, saponified with hydrous lye:

Residue: Black, granular, brittle substance.

Ash: 7.3%; contains alkali; some CO₂, 0.4% iron.

Index numbers of the residue: Acid number, 82.8; saponification number, 116.7; iodine number, 97.2.

After dissolution of the residue in 10% hydrous soda lye and acidification:

Soluble in ether, 23.1%; saponification number, 213.3 for the resinic acids soluble in ether.

* Soluble in alcohol, 58.7%; saponification number, 182.6 for the resinic acids soluble in alcohol.

Extraction resin S; Sample 2, saponified with alcoholic lye. Condition of the residue the same as from Sample 1.

Ash: 10.8%; contains alkali; 0.5% iron.

Index numbers of the residue: Acid number, 24.9; saponification number, 88.1; iodine number, 81.5.

Soluble in ether, 21.4%; saponification number, 233.0.

Soluble in alcohol, 57.9%; saponification number, 154.6.

Dark pine resin. A.—No. 1699 (iodine number of the resin, 103.1, according to Huebl).

Residue: Black, brittle substance.

Ash: 11.3%; contains alkali; some CO₂, 0.6% iron.

Index numbers of the residue: Acid number, 32.5; saponification number, 122.4; iodine number, 95.4.

Soluble in ether: 25.6%; saponification number, 239.3.

Soluble in alcohol: 46.4%; saponification number, 234.3.

It is remarkable that in the resinic acids soluble in ether and alcohol which are isolated from the residues the Storch-Morawsky reaction is minimally weak, or often has an entirely negative result.

The residues settling below the underlye on the bottom of the boiler are evidently acid iron salts of highly oxidized resinic acids. The high saponification number of the resinic acids isolated from the residues indicates extensive chemical changes. There is a possibility that either a far-reaching disintegration of the resin sets in under formation of acidified fragments of low molecular weight, or that the formation of dibasic acids takes place. This question will be further investigated by us at an early date.

It was only natural that an attempt was made to explain the strange analytical action found especially in the extraction resins. As far as could be ascertained ethylene trichloride had been used for the extraction of these resins. The iron content found in the residues of the resins indicated that the extraction was carried out in unprotected iron apparatus, and that the iron had been largely corroded, either by the solvent, or by the resinic acids themselves. The first plausible hypothesis that the iron content had caused an extensive oxidation of the resins and their changes, was tested in the following manner: Very clear French resin was mixed with 0.1% of iron in the form of precipitated and dried ferric hydroxide and stirred with air for seven hours in a temperature slightly above the melting point of the resin. This caused a considerable darkening of the color of the resin, but the saponification and graining disclosed no unusual action. The resin, which

before the experiment had given a yield of 99.1% with the stearin method, yielded 98.4% after the test. The combined action of iron and air alone therefore does not seem to lead to profound changes.

The action of the solvent, the ethylene trichloride was then tested. It was remarkable that the extraction of fats with ethylene trichloride generally also resulted in very darkly colored extracts. The dark coloration became apparent, especially in the residue of the extraction, after the solvent had been distilled off. Thirty grams of transparent French colophony were dissolved in 150 ccm. ethylene trichloride and heated for 12 hours in the reflux condenser, with an addition of iron in the form of 5 grams of filings. The heating was carried out in the carbonic acid current under exclusion of the air. During the heating process the color of the solution became pronouncedly darker. After the solution had been filtered and the ethylene trichloride distilled off the resin was examined by the stearin method. The resin was much darker in color than the original colophony, and the odor had also changed distinctly. It had the characteristic smell of the extraction resin, instead of the spicy, aromatic odor of the original colophony. In pulverized condition this resin was not very dark, but it showed the gray tinge which is one of the characteristics of the extraction resins. The yield with the stearin method amounted to 95.7%, and no residue settled on the bottom of the vessel during the graining process. The slight decrease of the yield caused by the treatment may be explained by the fact that the solution was left standing overnight in ordinary temperature and without exclusion of the air. This may have resulted in a partial oxidization. The treatment with ethylene trichloride and iron in itself does not seem to cause any radical changes.

The picture, however, is essentially changed, if the solution of resin in ethylene trichloride is boiled in the air current, instead of in the carbonic acid current. Here a test was first made without any addition of iron. With the stearin method the product of the treatment this gave a yield of 93.3%. This shows that the air had affected the resin dissolved in ethylene trichloride pretty strongly. No residue formed during the graining, but the resin had become much darker and showed the characteristic smell of the extraction resins.

Finally a third test was made with an ethylene trichloride solution of the same resin under injection of air, and with an addition of 5 grams of iron filings. In this case remarkable changes occurred. The resin obtained by the treatment was entirely different than the original material. While the latter was of a pure yellowish-white color when pulverized, the resin treated with the blower furnished a very dark powder. In melted condition it appeared as a deeply dark, somewhat viscid substance. During the saponification the lye remained turbid, in contrast with the saponification of the original resin. This indicated the formation of considerable quantities of iron soaps. During the graining the lye cleared, but a brown sediment settled copiously below the underlye, and it had the characteristic brittleness of the residues described above. The yield in the soap grain after the stearin method amounted only to 59.2% of utilizable resin substance. In the underlye 1.7% resinic acids were found, and in the residue 43.3%.

The simultaneous treatment with ethylene trichloride, iron and air therefore had changed the originally unobjectionable, transparent colophony to a condition corresponding completely with that of the examined extraction resins.

From the fact demonstrated in the first test, that iron alone has no considerable effect, it must be concluded that the ethylene trichloride has to be regarded as a very efficient oxygen carrier. As an unsaturated body it evidently accumulates molecular oxygen, forming a combination of the nature of a superoxide, which in turn further oxidizes the resin acting as acceptor. The iron seems to be of importance for this process. Its presence also is the basis for the formation of insoluble, specifically heavy residues during the saponification and graining of the resin.

From these experiments the lesson should be drawn that the use of ethylene trichloride, especially in unprotected iron apparatus, is not advisable for the production of a first class extraction resin. We propose to follow up the changes caused in the resins by different solvents and reserve the right to report later on the results of our experiments.

The domestic resins undoubtedly have entered our raw materials' market permanently, and it therefore seems desirable that the purchase is regulated generally by analysis after the stearin method.

In conclusion we add a number of analysis results which furnish a picture of the saponification values of domestic resins. The figures demonstrate in an interesting manner that no parallelism exists between the saponification number and the content of resin substance valuable for the manufacture of soaps. For comparison some figures obtained with French colophony are added, and they show that this product is of much higher valence. The much higher saponification numbers of the French resins also show that in their production the formation of unsaponifiable substance is better avoided than in the production of the German resins, evidently by more careful methods of distillation. The resins No. 1613 and 2054 of the following table, for instance, contained 6.3% and 8.2% of unsaponifiable matter, while the resin No. 4136, with almost the same yield of soap, had an unsaponifiable content of 18.2%. The German resin industry will have to make efforts to improve the quality of its products, if later it wants to meet the international competition successfully.

Resin No.	Saponification No.	Content Percentage According to the Stearin Method.
2219	108.7	29.2
1699	161	36.2
Extraction resin S.	151	46.8
2405	150.7	82.2
2603	154.5	82.2
2324	143.5	83.2
2270	146.3	83.5
2800	144.8	83.9
2269	156.1	84.0
2239	141.1	84.9
3335	171.3	85.2
2081	142.9	85.3
1917	138.9	86.2
2014	139.4	86.7
1843	124.7	87.0
1966	146.3	87.5
1928	145.7	87.7
3390	155.3	88.2
1973	127.2	88.5
2136	135.2	89.0
2072	143.1	90.7
2127	130.5	91.4
1719	128.1	91.6
2138	131.7	91.9
4105	132.6	91.9
1870	151.9	92.0
1925	156.8	92.2
1565	134.4	93.6
1744	118.5	94.7
1854 French resin.	162.3	96.1
4103	163	96.2
2053 French resin.	174.9	96.3
4136	134	96.5
1919 French resin.	157.6	97.3
1613 French resin.	171.4	97.4
2054 French resin.	167.2	98.4
2168 French resin.	175.1	99.1
4142	137.8	99.5

* Soluble in ether or alcohol, in the soap grain also soluble in stearin.

THE PRODUCTION OF GLYCERINE BY FERMENTATION

By D. W. CONNSTEIN and DR. K. LUEDECKE, Laboratory of the United Chemical Works Company, Ltd., Charlottenburg.

Until 1916 glycerin was produced technically only by the splitting of fats. The known methods for the production of synthetic glycerin (Piloty and others) only had a theoretical value and were never used practically. There was no economic reason to look for new glycerin sources, because the soap and the stearin manufacturer have to produce glycerin in the splitting of their fats, whether they want to or not. Any manufacturing process which undertook to produce glycerin "ad hoc" was therefore less profitable than the production of glycerin as a by-product of fat-splitting. Notwithstanding this fact many glycerin consumers wished already before the war that another glycerin source might be found, because the speculative movements in the glycerin market often reached a very

considerable extent and made the buying dispositions of the consumer difficult. These conditions were further aggravated by the soap trust movements in England, which openly aimed at a monopolistic control of the glycerine business and the dictation of the prices. A single well known English firm, according to an approximately correct estimate, before the war controlled about 14 per cent of the glycerin production of the world. The large consumers, especially the Americans, were, to their sorrow, constantly compelled to make their purchases from this one firm and to submit to its price policy.

This disadvantage may have been removed once for all by our new method of glycerin production. There can be no doubt that the production of glycerin from sugar will

at least retain its importance as a regulator of the glycerin prices and a safety valve against speculative excesses for all future time.

The process is a child of the war and was born out of the dire need of the time. From the beginning it was clear to all intelligent persons that the enormous reduction of the German supply of technical fats during the blockade would rapidly lead to a glycerin famine, and that the minor measures of the government (confiscation, etc.) were sufficient to provide the quantities of glycerin which the army needed under all circumstances for the manufacture of gunpowder and explosives. Relief was possibly only through the discovery of a new glycerin source, and this source was found by us at the very moment when the necessity had become most pressing.

It may be generally known that our process is based on the observation that the ordinary alcoholic fermentation of sugar can be conducted in a manner different from the normal by the addition of certain salts. The ordinary yeast fermentation of sugar leads to the formation of about equal parts of alcohol and carbonic acid. As by-products small quantities of succinic acid and glycerin appear constantly. The yeast itself increases rather copiously during the fermentation process. While the ordinary fermentation is conducted with neutral or weakly acid reaction we attempted to carry it out in an alkaline medium, starting from theoretical considerations. During the experiments we observed the following deviations from the ordinary fermentation process:

1. The yeast does not increase at all, or only inconsiderably.
2. The fermentation products formed do not consist of 50 per cent. gaseous and 50 per cent. fluid or solid substances, as hitherto. The carbonic acid production is reduced to 40 per cent. or less, while fluid and solid fermentation products increase correspondingly.
3. The quantity of alcohol decreases successively, and in place of the alcohol acetaldehyde is formed on the one hand, and glycerin on the other.

Among the supplementary agents which modify the fermentation process in the indicated direction the sodium is by far the most important. The yeast is able to stand surprisingly large quantities of this strongly alkaline reactive without suffering permanent injury. Its germinating ability suffers to some extent and, as mentioned above, and it does not multiply at all, or only slightly during the fermentation process, but in spite of this the yeast can be reused many times, eventually after a suitable intermediate fermentation.

In the practice certain limitations are drawn to the use of the sulfite. The fermentation process is retarded too much, if a certain measure is exceeded. It has been found expedient to use only so much sulfite, that about 40 per cent. of the sugar to be fermented were added to the mixture. Practically, a fermentation experiment of this kind is carried out as follows:

Ten liters of water are placed in a 12 liters flask with 1 kilogram of sugar, 100 grams of yeast, 400 grams of sodium sulfite and some nutrient salts necessary for the yeast. The mixture is thoroughly shaken and then left alone in a temperature of 30°C. In a short time the appearance of the first carbonic acid bubbles shows that the fermentation has started. After 36 hours the sugar has disappeared. This can easily be ascertained by the negative result of Fehling's reaction test. The fluid is then separated

from the yeast by filtration and settling and the filtrate subjected to distillation, which removes the alcohol and acetaldehyde. The fluid residue is freed from the sulfite by treatment with calcium chloride and lime and also filtered. Then the filtrate is freed from the excess lime with soda, refiltered, acidified and evaporated. The result is a strongly saliferous raw glycerin, which is subjected to distillation after the salt has been removed in the suction funnel. The distilled glycerin is absolutely serviceable for all purposes, especially for the manufacture of dynamite. The separation of the alcohol from the acetaldehyde is accomplished without difficulty in a suitable column-apparatus.

Quantitatively the yields obtained by the described mode of procedure are about as follows:

From 1 kg sugar ca 300 g alcohol,
 " 50 g acetaldehyde,
 " 230 g glycerin,
 " 420 g carbonic acid.

As soon as our experiments in the laboratory were concluded in some degree and the required German patents had been issued we placed the matter before the German army administration and proposed a thorough test of the process on a large scale. There we found the fullest comprehensive for the importance of the matter and tests on a semi-large scale were ordered at once. After the satisfactory completion of these tests a special company, the "Protol Limited," was organized for the utilization of the method on the largest scale. As the time was pressing no separate proto-glycerin factories were established at first, but the method was introduced in the existing glycerin factories and the molasses distilleries which could be altered for this purpose without difficulty. Only gradually special new plants were erected which, of course, worked much more rationally and were able to carry out the entire process in one place of operation, from the fermentation to the production of the finished dynamite glycerin. Some of these works produced as much as 400,000 kilograms glycerin per month in one place. The total amount of glycerin produced by the proto process amounted to about 1,100 tons per month. The fermenting vats used were of a size never before seen in fermentation plants, at least in Germany, because some of them had a capacity of 600 cubic meters. In spite of many suggested improvements the formulas worked out by us remained unchanged, and the typical laboratory experiment described above can still be considered the best recipe.

Whether and to what extent the protol process will be used regularly after the return of normal political conditions cannot be foreseen at this moment. This is principally a question of the sugar and alcohol prices, but there is no doubt that the process can always be taken up again in times of need, or of speculative excesses. The protol process has won its position under the most difficult circumstances imaginable and rendered inestimable services to the German army administration.

Testing of Vegetable and Animal Fats.

Utz. Testing of Vegetable and Animal Fats.—In connection with the investigations of F. H. van Leent the author points out that the Welmans test is better replaced by that of Bellier. The color-reaction of Baudouin can be entirely dispensed with. In its place Soltzien's reaction with stannous chloride may be used in all cases, because often the latter alone is decisive. *Zeti. Angew. Chemie*, 31/60.—July 26, 1918.

SEPTEMBER SOAP EXPORTS FROM U. S.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in September, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Austria-Hungary, \$40,803, (\$52,145); Belgium, \$173,522, (\$211,838); Denmark, \$59,388, (\$50,615); France, \$186,306, (\$227,630); Germany, \$45,132, (\$21,081); Gibraltar, (\$7,730); Greece, \$3,314, (\$226); Iceland and Faroe Islands, \$60, (\$3,186); Italy, \$30, (\$1); Malta, Gozo and Cyprus Islands, (\$76); Netherlands, \$189,194, (\$25,891); Norway, \$6,712, (\$26,257); Roumania, (\$37,602); Russia in Europe, \$52,000, (\$26,388); Spain, \$7,890, (\$4,668); Sweden, \$41,149, (\$244); Switzerland, \$26, (\$4,250); Turkey in Europe, \$300, (\$278); England, \$167,096, (243,512); Scotland, (\$55,156); Bermuda, (\$225); British Honduras, \$3,329, (\$4,127); Canada, \$217,312, (\$117,566); Costa Rica, \$683, (\$9); Guatemala, \$7,822, (\$463); Honduras, \$3,477, (\$2,672); Nicaragua, \$5,621, (\$4,019); Panama, \$33,909, (\$19,740); Salvador, \$5,582, (\$50); Mexico, \$11,405, (\$268,612); Newfoundland and Labrador, \$3,046, (\$6,818); Barbados, \$2,596, (\$2,258); Jamaica, \$4,804, (\$13,164); Trinidad and Tobago, \$1,773, (\$1,580); other British West Indies, \$2,472, (\$2,255); Cuba, \$203,143, (\$142,276); Danish West Indies, \$866, (\$913); Dutch West Indies, \$2,762, (.....); French West Indies, \$946, (\$13,559); Haiti, \$4,247, (\$21,659); Dominican Republic, \$10,685, (\$60,426); Argentina, \$35,756, (\$17,167); Bolivia, \$24, (.....); Brazil, \$1,107, (\$88); Chile, \$6,577, (\$1,086); Colombia, \$9,794, (\$889); Ecuador, \$11,867, (\$9,625); British Guiana, \$1,310, (.....); Dutch Guiana, \$24, (\$6); French Guiana, \$100, (\$1,042); Peru, \$20,565, (\$272); Uruguay, \$655, (\$1,823); Venezuela, \$8,749, (\$274); China, \$22,818, (\$1,129); Chosen, \$305, (\$4); British India, \$89,752, (.....); Straits Settlements, \$43, (.....); other British East Indies, \$3,233, (.....); Dutch East Indies, \$3,113, (\$7,706); Hongkong, \$142, (\$29); Japan, \$162,803, (\$887); Russia in Asia, \$246, (\$7); Siam, \$1,876, (\$53); Australia, \$42,031, (\$6,490); New Zealand, \$13,998, (\$59); other British Oceania, \$60, (.....); French Oceania, \$1,456, (\$6); Philippine Islands, \$23,299, (\$9,942); Belgian Congo, \$69, (\$47); British West Africa, \$440, (\$11); British South Africa, \$7,281, (\$734); British East Africa, \$30, (.....); Canary Islands, \$1,780, (.....); French Africa, (\$2,337); Morocco, (\$81); Portuguese Africa, \$805, (\$902); Egypt, \$506, (\$25). Total, toilet and fancy soaps, \$1,972,016; total, all other soaps, \$1,812,886.

GROWTH OF GLYCERINE INDUSTRY.

(Continued from page 321)

A decline in the United States' export trade in glycerine during the last fiscal year is strikingly shown by comparing the total shipments for the first six months (July-December, 1918), amounting to 10,318,717 pounds, valued at \$5,927,028, with the 2,700,165 pounds, invoiced at \$906,404 for the second half, ending with June, 1919. That this decline, in comparison with corresponding figures for 1918, still continues is shown in the shipments for July and August, 1919.

The close of the war released for industrial purposes glycerine formerly used in the manufacture of high explosives. The resulting competition among the nations caused a sharp decline from war prices of both imports and exports, the extent of which is shown in July and August and the eight-month period ending August, 1919, as compared with corresponding data for the previous year.

There were 21,045,991 pounds of glycerine exported during the fiscal year 1918 at an average price of \$0.503 a pound, compared with 13,018,882 pounds in 1919 at \$0.525. July, 1919, shows a decline to \$0.23 a pound as compared with \$0.504 in 1918; and August, 1919, \$0.212 as compared with \$0.597 in the corresponding month of 1918. For the eight months ended with August, 1918, the average export price was \$0.514, dropping to \$0.318 during the corresponding period of 1919.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

Vegetable Oils.

The vegetable oil market is going through a period of quiet that is due to the feeling of caution dominating the operations of buyers rather than to any curtailment of consumption. In fact, the latter was never on a larger scale than at present and in view of the prosperous condition of the country, in spite of social unrest and other unsettling influences, gives every promise of continuing indefinitely. What are generally believed to be the last distressed lots of coconut and soya bean oils, pressure to sell which has had a depressing influence upon market values, have been cleaned up within the last few days, and a firmer tone has succeeded to the unsettled conditions heretofore prevailing in connection with these products. Added to the removal of this cause of weakness, a decidedly steadying influence in the Ceylon coconut oil market is furnished by the advancing prices for high grade copra, sellers of which, at Manila, are indifferent to bids of American crushers because of the better market offered in Europe and Japan. Predictions that the price of this commodity will soon reach 10c. f. o. b. Pacific Coast ports are being made by close observers, in which event, even if they obtain \$50 a ton for their cake American crushers it is asserted could make no profit on oil at prices now prevailing. The situation, politically and financially, is a potent cause of the conservation marking the attitude of manufacturing consumers and exporters. The weakness of foreign money exchange is a barrier to the extension of operations looking to the acquiring of foreign markets, while the possibilities presented by the current diplomatic exchanges with Mexico, not to speak of the uncertainty as to the ultimate fate of the Peace Treaty, furnish strong reasons for the exercise of caution by merchants and manufacturers in entering upon new enterprises or extending those already started.

Industrial Chemicals.

Among the chemicals used by soap makers perhaps the strongest on the list, in the market sense, is caustic soda. Entirely relieved of the uncertainties caused by speculative dealings, the market for this commodity is beginning to experience the normal working of the law of supply and demand and prices are accordingly again on a steady basis. The outside lots having been cleared from the market, producers are able to obtain quoted prices for immediate or fairly prompt delivery. Consumers are showing confidence in the future, notwithstanding the present unsettled financial situation and the political uncertainties represented notably by the Mexican complications and the status of the Peace Treaty. Contracts for 1920 delivery have been quite freely placed. The character of the buying in this as well as in other lines of chemicals entering into the composition of soap indicates that notwithstanding the unsatisfactory results of this year's operations from the financial standpoint, preparations are being made for business on a scale as large if not larger than that of pre-war times.

The labor problem is becoming less serious, as strike after strike fails, and the hope is entertained that labor is beginning to recognize that its own best interests are not served by insisting upon forcing home unreasonable demands. However, the effects of strikes insofar as they have succeeded, aside from having set back production, have added materially to its cost, which tends to ensure the maintenance of prices for raw materials at high levels and compel a corresponding increase of those for the finished products. Exports business promises to be a factor of highest importance in determining market values, but how soon it will commence to function is dependent upon when the pendulum of foreign exchange begins to swing the other way, and to a lesser though still highly important extent upon a nearer approach to normality in ocean transportation conditions.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

Last week the sale of 100 drums New York special tallow at 17c. a pound advanced the market a half cent over the previous level; but since that time buyers show unwillingness to go further at this basis, due largely to the disquieting condition of the acute coal situation.

Partly for this reason, also, the western markets have also offered tallow more freely; and the general tendency in the middle west and Chicago has been of a sagging character during the past week; all of which has not helped to sustain prices here.

While no decided break in prices may soon come, nevertheless, should not the purchasing power be for the present sustained, New York Special Tallow is bound to sell for less money.

As a rule, the tendency toward the end of the year is the reverse of bullish; and with several factors of uncertainty now prevailing, it would be most probable that prices will decline during the next thirty days.

The anticipated export demand to the Continent and Great Britain was of a disappointing sort, and much material engaged for the other side has been resold—mainly, at a loss.

TOBIAS T. PERGAMENT.

December 3, 1919.

GLYCERINE.

(Specially Written for This Journal by W. A. Stopford.)

Since our last letter the price for chemically pure has gradually worked up to 21c. per lb. in bulk. The demand appears to be as good as ever, and although some cutting has been noticed, the sellers are firmer, at the present time, than they have been for some period back, and in fact it is the general impression that quotations are now too low, and that a further advance will occur before long. Developments of the last month in the glycerine market are of considerable consequence, the most prominent being the disposal of the British Government stock of dynamite glycerine in this country and Canada, the greater part of which went to the powder trade, one of the refiners obtaining a portion. This stock has been hanging over the market for a long time, and has, no doubt, been an obstacle to a material rise in values. However, the purchase has supplied a demand which may keep the principal buyers out of the market for the next two or three months, as it is sufficient to cover their requirements for that time. The production of crude glycerine in this country has been curtailed through a depression in the soap business, and imports have not assumed the proportions which they were expected to. Now the European production is said to be falling off, owing, to a great extent, to the lack of coal, and also because of the difficulty of obtaining containers. Apparently, the increase in the consumption of chemically pure glycerine will at least make up the loss sustained by dynamite, so that the consumption of refined glycerine, as a whole, for the year will be as great, or perhaps greater, than during normal times. This

being the case, it is doubtful if the production is sufficient to take care of consuming needs, and had it not been for the British stock of dynamite there would be a shortage today, with consequently higher prices than now prevail. While the market may not advance materially immediately, it would seem that by the first of the year an improvement should take place. The tallow market is practically the same as it was at this time last month, but is firmer.

December 2, 1919.

(Continued on previous page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, Special, City, New York, per lb., 16c.
Tallow, Edible, N. Y., per lb., 18@18½c.
Tallow, Prime Packers, 16c.
Tallow, Edible, 17c.
Grease, yellow, per lb., 14@14½c.
Grease, brown, per lb., nominal.

Oils.

Cocanut, edible, per lb., 21¼@21½c.
Cocanut, Cochiti, E. I., per lb., nominal.
Cocanut, Cochiti, Dom., per lb., 19@20c.
Cocanut, Ceylon, E. I., per lb., nominal.
Cocanut, Ceylon, Dom., per lb., 18@18½c.
Palm, Lagos, per lb., 17¼@17½c.
Palm, Niger, per lb., 16½@16¾c.
Palm, Liberian, per lb., 16@16¼c.
Palm, Kernel, per lb., 21c.
Cotton, crude, per lb., f.o.b. mill, 19c.
Cotton, refined, per lb., New York, 20½@22c.
Soya bean, per lb., 17¼@17½c.
Corn, crude, per lb., 18½@19c.
Corn, refined, per gal., \$2.56@2.76.
Castor, No. 1, per lb., 20c.
Castor, No. 3, per lb., 18½@19c.
Peanut, crude, per lb., 23½c.
Peanut, refined, per lb., 27¼@27½c.
Olive, denatured, per gal., \$2.45@2.50.
Olive, Foote's, prime green, per lb., 18½@19c.

Chemicals.

Soda, Caustic, 76 per cent, per 100 lbs., \$3.30@3.50.
Soda Ash, 58 per cent, per 100 lbs., \$1.85@2.00.
Potash, Caustic, 88@92 per cent, per lb., f.o.b. Works, 28@35c.
Potash, Caustic, 70@75 per cent, f.o.b. Works, per lb., 22¾@30c.
Potash, Carbonate, 80-85 per cent, per lb., New York, 24@26c.
Salt, common, fine, per 100 lbs., \$1.55@1.60.
Sulphuric Acid, 60°, per ton, \$17.00@18.00.
Sulphuric Acid, 66°, per ton, \$20.00@22.00.
Borax, crystals, per lb., 8½@8¾c.
Borax, granular, per lb., 8½@8¾c.
Zinc Oxide, American, per lb., 9@9¼c.

Miscellaneous.

Rosin—Savannah, Dec. 4—Common to good, per bbl., \$16.10@16.35; D, \$16.15@16.35; E, \$16.20@16.35; F, \$16.30@16.40; G, \$16.35@16.40; H, \$16.40@16.45; I, \$17.15@17.40; K, \$18.30@18.50; M, \$19.00@19.25; N, \$20.00@20.25; W. G., \$21.00; W.-W., \$21.75.
Starch, Pearl, per 100 lbs., \$4.97@5.19.
Starch, powdered, per 100 lbs., \$5.12@5.34.
Stearic acid, single pressed, per lb., 27½c.
" " double pressed, per lb., 28½c.
" " triple pressed, per lb., 30c.
Glycerine, C. P., per lb., 21@21½c.
Glycerine, dynamite, per lb., 21@21½c.
Soap, lye, crude, 80 per cent, loose, per lb., 13¾@14c.
Soap, lye, saponification, 80 per cent, loose, per lb., 15¼@15½c.

New York, Dec. 4, 1919.

"Made in America from American Raw Materials"

THE ESSENTIAL OIL SPECIALTIES CO.

INCORPORATED

GRASSLAND, DELAWARE CO., PA., U. S. A. (Near Philadelphia)

TERPINEOL

STRICTLY HIGH GRADE

CHEMICALLY PURE

WATER FREE

When
You
think of
TERPINEOL
think of:

**TEOSCO
TERPINEOL**

"TEOSCO SERVICE"
Uniform Quality and
Prompt Shipment

Foreign
Correspondence
Solicited Direct

Part of Factory and
Yard, Showing Raw
Material
Storage

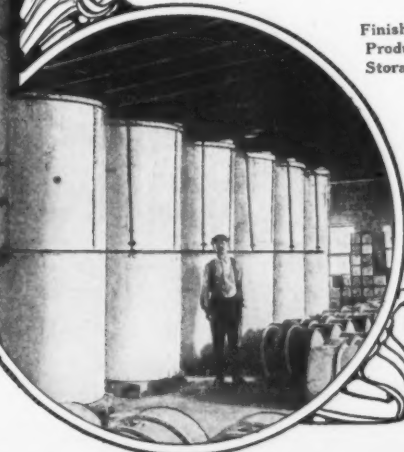
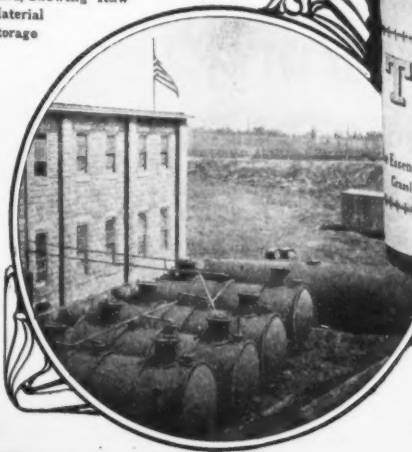
When
you wish
to order
TERPINEOL
order


**TEOSCO
TERPINEOL**

Sample and prices gladly
sent upon request

Sales Agent for
United States and Canada
EDWIN H. BURR,
18 Cedar St.,
New York

Finished
Product
Storage





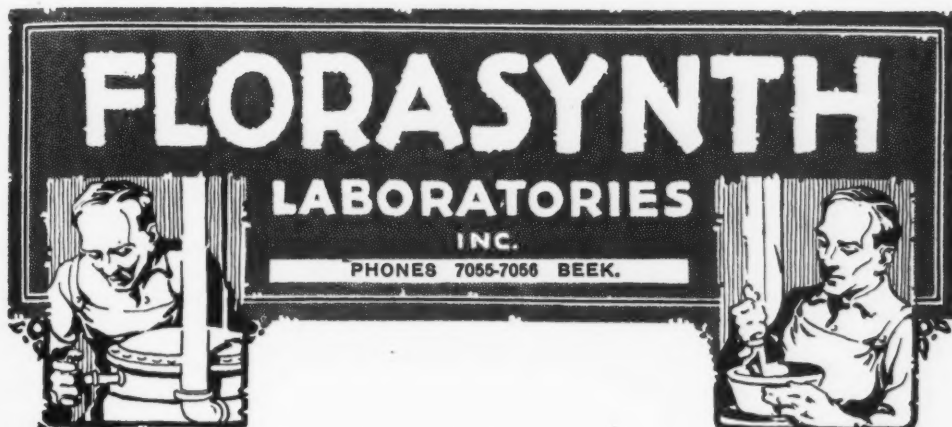
OAK MOSS

A Very Fine Product of Great Strength.
SAMPLES ON REQUEST.

ELIJAH BRAUER & CO.

48 PATERSON ST. JERSEY CITY, N.J.

**PERFUMERS' RAW MATERIALS,
ESSENTIAL OILS, CHEMICALS.**



SALVINOL FLORA

Absolutely Odorless

Water White

Solvent for Musk and all Perfume Materials
Stronger than Benzyl Benzoate

OUR SPECIALTIES

Linalyl Acetate
Yara Yara
Nerolin Crystals

Geraniol Savons
Methyl Anthranilate
Aubepine Savons

JASMIN-LILY-LILAC

Synthetics with natural flower bases
Your inquiry for samples will receive
prompt attention

To capture the real flower tone

ISO BUTYL INDOL

is indispensable

Works:
Unionport,
N. Y.

Ask for our complete catalog.

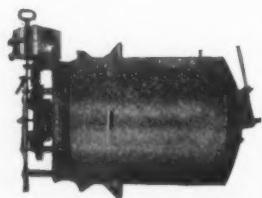
Branch
Lima, Peru



**15 BEEKMAN STREET
NEW YORK CITY**

**105 North Clark Street
Chicago Illinois**

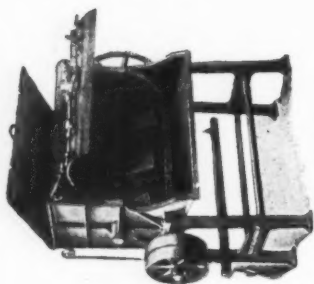




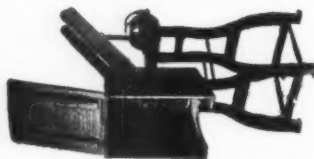
PERFECTION Crutcher.



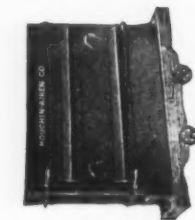
HORIZONTAL Crutcher.



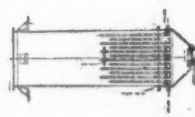
IDEAL Amalgamator.



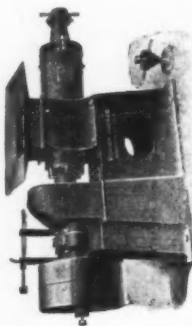
Soap Chipper.



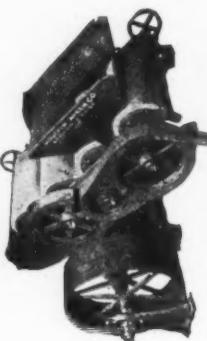
STANDARD Soap Frame.



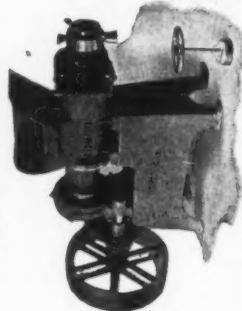
ACME Remelter.



TYPE "F" Plodder.



2, 3- and 4-Roll Soap Mills.



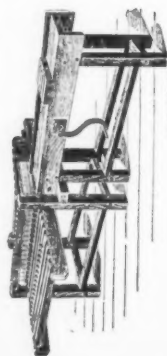
4, 6, 8- and 10-Inch Screw Soap Plodders.

HOUCHIN-AIKEN CO.

INCORPORATED
ENGINEERS AND MACHINISTS
SOAP MACHINERY

Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chipppers, Mills, Plodders, Soap Dies, Perfume Mixers
GLYCERINE MACHINERY

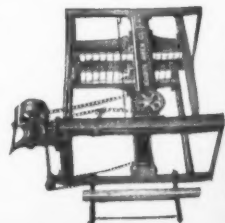
Plans and Specifications for Plants—Old Plants Remodeled
115 to 121 Fifty-third Street
BROOKLYN, N. Y.



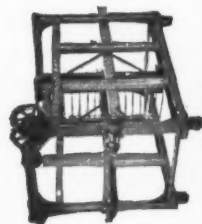
DOUBLE RACK Cutter.



AIKEN Power Cutter.



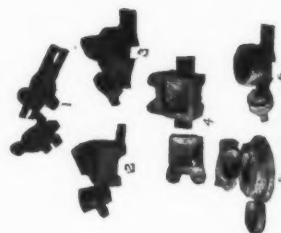
AIKEN Power Slabber.



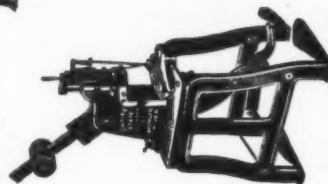
CHAMPION Slabber.



No. 4 Soap Press.



Soap Dies.



EMPIRE STATE Soap Press.

J. MÉRO & BOYVEAU

Established 1832

GRASSE, FRANCE

Rose
Jasmin
Neroly
Orris

} are commanding such abnormal prices

You Should Try

“Surfleurs”

Rose “Surfleurs”
Jasmin “Surfleurs”
Neroly “Surfleurs”
Orris “Surfleurs”

Lavender Oil: We are offering the distillation of the new crop from our Works at *Laragne, Hautes Alps.*

Requests for samples and quotations invited

Sole American and Canadian Agents

DELPHI PRODUCTS, Inc.

99-101 BEEKMAN ST., NEW YORK



Commonwealth Products Corporation

366 FIFTH AVENUE

NEW YORK**Non-Alcoholic Liquid Flavors**

Original, Interesting

For the Bottler, Ice Cream Manufacturer, Extract Maker.

Unsurpassed in quality

Staple

Inexpensive

Oleo Resins:**Capsicum****Ginger****Vanilla****Cubebs***Address all inquiries for samples
and prices to our New York Office.***Commonwealth Products Corporation**
366 Fifth Avenue, New York

VAN DYK & CO.

Inc. 1904

Products of Our Manufacture

Aubepine C. P.
Amyl Salicylate
Benzyl Acetate
Benzyl Benzoate
Brom Styrol
Cinnamic Alcohol
Citronelol
Geraniol
Methyl Anthranilate
Methyl Acetophenon
Phenylacetic Aldehyde
Rhodinol
Violet Keton

Samples upon Request

4-6 PLATT ST. - NEW YORK

Imported Rice Starch, Powdered
Colman's Brand

Eugenol U. S. P.

Thymol Crystals U. S. P.
Eucalyptol U. S. P.

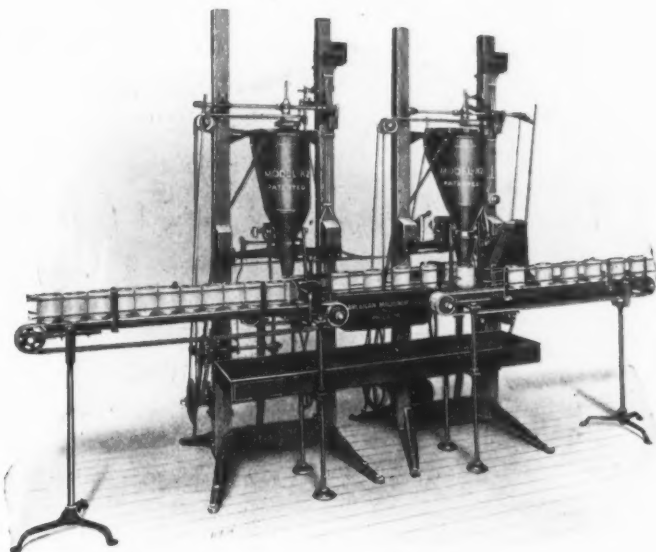
Special Products Department

**NATIONAL ANILINE & CHEMICAL
COMPANY, INC.**

NEW YORK
21 Burling Slip

CHICAGO
357 West Erie St.

Efficient Packaging of All Toilet Powders



14 Strong Points

REGARDING THE

"American" Combined Automatic Filling and Weighing Machines

This equipment is now being installed in three (3) of the leading houses.

Capacity—17,000 packages per day.

Absolutely accurate in weighing.

Weighs and fills 35 packages per minute with only one (1) operator.

Reduces the cost to 1/5 of the present methods of filling.

Two double unit machines can be operated by one girl when necessary.

It pays for itself in a short time—in the saving of labor alone, exclusive of wastage.

Practically no dust when operating at full capacity.

No skilled mechanics required to keep it in constant operating condition.

No long training required for operators.

Can be thoroughly cleaned in a few minutes.

Motor or belt driven.

In successful operation in a well-known Perfume plant.

Installed on a thirty-day free trial.

We Make the Most Complete Line of Packaging Machines for All Products.

AMERICAN MACHINERY COMPANY, Inc.
330-342 N. 12th Street, Philadelphia, Pa.

Eastern Representative, B. F. Adams, 141 West 36th St., New York, N. Y.

JASMONE JUNILLON

The recent increase in price of the Natural Flower Products has not effected any change in the price of this SYNTHETIC.

JASMONE — Has all the characteristics, and therefore the individuality of the Natural Flower Essence. Combines also those characters obtained usually by pomade enfleurage.

CYCLAMOL JUNILLON

Odor of Cyclamen, French Alps; used as a base for Lily, Muguet, Lilas, etc. Can be employed to advantage in new creations

OPOPANAXOL :: JACINTHE :: LILAS :: CIPRICE
VIOLETTE BLANCHE :: MOUSSOL, ETC.

MUSK XYLENE :: MUSK KETONE :: MUSK AMBRETTE

Manufactured by

USINES CHIMIQUES DE BOURG JUNILLON, VALENCE-SUR-RHONE

FRENCH

POUDRE DE RIZ (Rice Starch) :: BLANC DE NEIGE (Zinc Oxide)
WHITEST AND LIGHTEST OBTAINABLE

These products, so necessary in a good face powder, are of the very character that discriminating American manufacturers have been looking for. They are so very much lighter in color — really WHITE — and so much FLUFFIER than the domestic grades, that there is no comparison.

These ingredients mean a better
face powder at a lower cost

SOCIÉTÉ DE BLANCS DE ZINC DE LA MÉDITERRANÉE
(ZINC OXIDE) MARSEILLE, FRANCE *and*

SOCIÉTÉ ANONYME USINES REMY (POUDRE DE RIZ)
GALLIN, FRANCE *and* WYGMAEL, BELGIUM

Telephone John 670



Address All Inquiries to

ORBIS PRODUCTS TRADING CO., INC.

215 PEARL STREET, NEW YORK

Chicago Office: 396 West Madison Street
A. G. SPILKER, Mgr.

Boston Office: Board of Trade Building
F. D. HOYT, Jr., Mgr.

MONTALAND, SÈVE, LEFÈVRE & CO.

Successors to PILAR FRÈRES,

GRASSE and HYÈRES, FRANCE

Flower Growers, Distillers and Manufacturers

Highest Quality

Liquid (and) Solid Concretes and Superessences

Cassie, Jacinthe, Jasmin, Oakmoss, Narcissus, Orange, Rose, Violet

ESSENTIAL OILS

RESAROMES

POMADES

Our agents invite correspondence regarding the undermentioned NEW CROP products:

LAVENDER NEROLI JASMIN GERANIUM DE GRASSE
 PETITGRAIN, PAYS EXTRA FINE ROSE

Exclusive United States and Canadian Agents

The O. A. BROWN COMPANY, Inc., 99-101 BEEKMAN ST., NEW YORK

Telephone, Beckman 4806

Write for descriptive manual and price list.

REGISTER YOUR TRADE MARKS

The Supreme Court of the United States has recently decided that an *unregistered* trade mark is a protection in those States only where commerce has been done under the mark. If, for instance, your trade has been limited to the Eastern states, another manufacturer may later innocently adopt your trade mark in the Western states and prevent you from extending your business under the trade mark into those States.

Our trade mark department answers all your questions, and conducts special searches in the U. S. Patent Office for a moderate yearly fee and also handles separate cases.

Write for full particulars and save money and annoyance.

Trade Mark and Patent Dept., Perfumer Pub. Co.

80 MAIDEN LANE

NEW YORK

REFINERY TO MANUFACTURER

COLD CREAM OILS
WAXES STEAROL LANOLINE

Laboratory Specialties

ZINC STEARATE—ZINC OXIDE
 and
PLYMOUTH STEARATITE U. S. P.

An improvement on all other Stearates. A wholesome,
 velvety improver for Talcum and Face Powders.

Perfumes for Creams and Talcums

M. W. PARSONS

Imports

and

Plymouth Organic Laboratories

65-69 Ann St., New York

JOIN YOUR ASSOCIATION

WHAT can you accomplish on your own account with regard to legislation, official rulings, tariff and the 1001 other matters of transcendent importance to every manufacturer? You must either *join* an association and *pay your share* of the expense of promoting the common good, or else sit back and enjoy the benefit of the other fellows' work and outlay.

Nothing can be accomplished in these days without combined effort!

Are *you* a slacker? Won't you pay for what *you are* receiving?

For full information regarding the six associations in this field write *us*.

PERFUMER PUBLISHING COMPANY
 80 MAIDEN LANE NEW YORK

To the Perfume Trade

IN CHICAGO, NOV. 1st, 1919

A Branch Shop is now open, ready to take care of our Western patronage—Shop and office will be completely equipped with the latest machinery and supplies to execute and finish all orders on the premises.

THE SHOP

Will manufacture the same **high grade** seals and labels now being made at our New York shop and will be able to furnish high class productions and prompt deliveries.

SUPERVISION

Mr. Stephen Nilan, who has just returned from France after two years' service, winning a commission for his fine work, will be in charge.

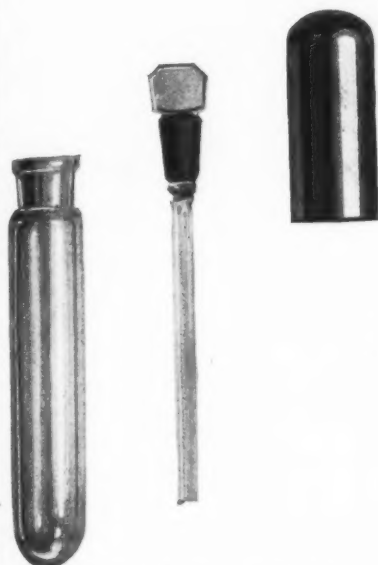
EXPERIENCE

He has been in our employ since 1908, a practical printing foreman and the first one to help us make **HIGH GRADE SEALS**. Sketches and Estimates gladly furnished.

RICHARD M. KRAUSE,
230 W. 17th St.,
New York City.

Chicago Branch:
322 W. Washington St.
'Phone, Main 4172

In
el
ca



We Export and Import

Essential Oils, Concretes,
Finished Products and Etc.

Agencies throughout the world

IF YOU

Have Goods to Export
Products to Market Here
Want to Import Goods
Need Anything

SEE US

Pierre Namron Company

INCORPORATED

Imported 1 dram bottles with hand-ground
elongated stoppers, and nickel plated metal
caps.

PRICE \$15.00 GROSS. F. O. B., N. Y.

New York Office — 1416 Broadway, New York, N. Y.

PHONE BRYANT 2757



Metal Boxes for Compacts

Hinged or Slip Cover
Gilt, Nickel or Gold-Plated

Lip-Stick and Eye-Brow Tubes
Aluminum Caps and Jars

Representing exclusively three of the largest producers of
these specialties, we can serve the entire industry.

Write us regarding any special or stock design.

H. L. HEITER

200 Fifth Ave.

Tel. Gramercy 3221

New York

(All Paper)



Diameter 3 inches
Height 2 inches

HIGH GRADE

DOMED TOP
ROLLED EDGE

**Face Powder
Boxes**

TALCUM BOXES

(NICKLE PERFORATED TOP)
PAPER SIDES

Your inquiries solicited

(Metal Top)



Size Diameters:
1 5/8 or 1 3/4

IMPROVED MAILING CASE COMPANY

309 BROADWAY, NEW YORK

THE LORSCHIEDER-SCHANG CO., INC.

**FINE PAPER BOXES
AND CASES**

ROCHESTER, N. Y.

AND

1133 BROADWAY, NEW YORK CITY

MEXICAN

VANILLA BEANS & CHICLE

GOMEZ & SLOAN, Inc.
136 Liberty St.
New York

HAMMILL & GILLESPIE

Founded A. D. 1848.

240 and 242 FRONT ST., NEW YORK

IMPORTERS AND GRINDERS

Prime LEE MOOR, Bolted Grade of
ENGLISH CHINA CLAY (KAOLIN)

Foreign—TALC—Domestic
FULLER'S EARTH (Genuine English)

INFUSORIAL EARTH
PRECIPITATED CHALK
PREPARED CHALK

STEARATE OF ZINC
PARIS WHITE
WHITING—All Grades

Better Looking—Better Selling



In the keen competition of today, manufacturers of toilet preparations can greatly increase the sales value of their product by offering it to the consumer in an attractive and convenient package.

The shape of the bottle or jar, the color of the box are matters dependent solely on artistic ideals—the cap, however, presents a different problem. It must measure up to the artistic ideal of the package and yet seal the product to prevent evaporation or deterioration.

To Open
U-PRESS-IT
In Center



The
Upressit
Cap



To Close
U-PRESS-IT
On Sides

It is an exceptionally attractive and efficient closure. To remove instantly U-PRESS-IT in the centre, and to reseal U-PRESS-IT on the sides.

Its cost is moderate and it will add greatly to the sales value of your product.

Write for U-PRESS-IT Literature and Prices.

U. S. Metal Cap & Seal Co.
107 West 13th Street New York City

The Tetlow Talcum Box *Something New*



We originated this style construction for toilet powder containers—practically any shape is now possible.

We specialize in Air
Tite Oval Cans with
perfect fitting tops.

We are ready to serve you

MANHATTAN CAN COMPANY

BUSH TERMINAL BUILDING No. 10

BROOKLYN, N. Y.

TIMELY CREDIT INFORMATION

on your customers, old or new, prevents avoidable losses, and therefore is an important factor in the conduct of your business. Why not get the right information at the right time? We furnish warning sheets, trade opinion sheets, summaries of trade opinions, credit reports immediate voluntary warnings, financial and paying ratings, general information, collections made, etc. Our organization specializes in the drug, chemical and perfume trade only.



Drug & Chemical Mercantile Agency, Inc.

Write—Call

299 Broadway, New York, N. Y.

Phone Worth 4471

Some members:—John T. Stanley Co., Ponds Extract Co., Alfred H. Smith & Co., Northam Warren Corporation, Elcaya Co., Graf Brothers, Forhan Co., Willis H. Lowe Co., A. Bourjois & Co., Lustrite Corporation, Orbis Products Trading Co., Lazell Perfumery Co., V. Vivaudou, Inc., Carlton Co., B. E. Levy, Lightfoot Schultz Co., Pritchard & Constance, Maurice Levy, National Aniline & Chemical Co., Odorono Co., Harriet Hubbard Ayer.

THE BOTTLE CLOSURE PROBLEM IS SOLVED

to the complete satisfaction of manufacturers of toilet preparations and the consumer by

The Duplex Spring Clamp Seal

 **ACTUALLY HOLDS**

Lotions and Vanishing Cream.

The **ONLY** Seal that Seals **TIGHT**, Holds **TIGHT** and

Remains Tight under all conditions.

A PERFECT RE-SEAL

Easy to **PUT ON**, Easy to **TAKE OFF**, Easy to **REPLACE**.

Artistic, Clean, Simple, Perfect, Moderate Cost. Keeps lip of bottle clean.

Made in Rich Enamel and Other Finishes—all sizes. Leading Glass Makers Supply Duplex Finish. For Detailed Particulars Address

NATIONAL METAL SEAL CORPORATION

30 Church St., New York

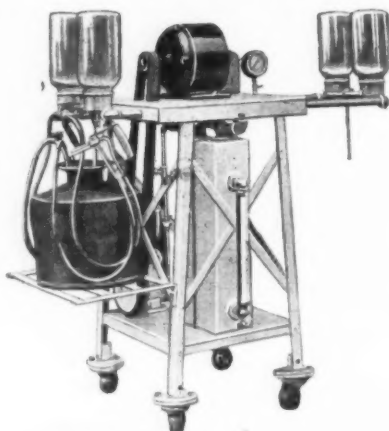
40 Central St., Boston



VACUUM FILLING SYSTEMS AND AUTOMATIC LABELING MACHINES

We Build

AUTOMATIC LABEL-
ING MACHINES
THAT WILL LABEL
FLAT, SQUARE &
PANEL BOTTLES
ON ONE SIDE OR
BOTH AT THE RATE
OF 40 TO 120
PER MINUTE.



We Build

VACUUM FILLING
SYSTEMS FOR ANY
KIND OF LIQUID
AND ANY CAPACITY
DESIRED
OUR SYSTEMS
ARE USED WHERE
ALL OTHER FILLING
DEVICES FAIL

PORTABLE VACUUM FILLING SYSTEM

ESPECIALLY BUILT FOR LIMITED FLOOR SPACE

INTERNATIONAL FILLER CORP., :: PETERSBURG, VA.

WRITE US FOR ILLUSTRATED PAMPHLET AND TESTIMONIALS

WE HAVE A NEW ARRIVAL OF

LAVENDER FLOWERS

ORDINARY GRADE — BUT SUITABLE
FOR PERFUME USE — AT A
VERY ATTRACTIVE PRICE

S. B. PENICK & CO., Inc.
CRUDE DRUG
IMPORTERS, EXPORTERS & MILLERS
254-256 FRONT ST. NEW YORK CITY

Gold & Silver

**HOT
STAMPING
& EMBOSING**

for
Perfume, Toilet,
Box Top and
Soap Wraps.

Gold Leaf work on
cloth, leather,
satin, etc.



*Thorough work
at reasonable cost
plus intelligent
Service.*

**Manhattan
Label Co.**

PHONE
STUYVESANT
4-430

168 EAST 12th ST., NEW YORK

NORTH STAR PRODUCTS LANOLIN, U. S. P.

Hydrous and Anhydrous

Perfect in color and odorless



Refined Neutral Wool Fats for all purposes

Prices lowest on the market

Samples and quotations on request

NORTH STAR CHEMICAL WORKS, Inc.
LAWRENCE, MASS.

"America's Original Refiners of Lanolin"

FLORENTINE—ORRIS ROOT VERONA POWDERED

Our powdered Florentine Orris Root is milled from Select Florentine Root only, on which we have built a reputation.

Preferred and used by manufacturers of high quality products.

CASTILE SOAP
POWDERED

LAVENDER FLOWERS
SELECT

H. R. LATHROP & CO., Inc., 110-116 Beekman St.
New York
Established 1910

DONALD WILSON

SYNTHETICS
CHEMICALS
ESSENTIAL OILS



FOR TOILET SOAPS
PERFUMES
TOILET ARTICLES

80 JOHN STREET, NEW YORK

Henderson's Caramel Color

(Burnt Sugar Coloring)

Made in the finest Caramel Color plant in America by men who have made Caramel Color for 32 years.

Henderson's Caramel Color is a standardized product suitable for Acid, Alkaline or Alcoholic products and especially adapted for coloring Flavoring Extracts and Pharmaceutical products.

No Caramel Color made is equal in Quality to our product—Ask for a sample, as proof of this claim.



THOMAS HENDERSON & CO.
Incorporated

Works at
Jersey City.

14 Cliff St.
New York.

ANNOUNCEMENT

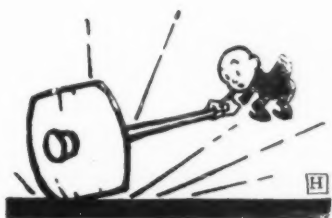
Increased facilities at our disposal enable us to consider additional contracts for putting up preparations under your name and brand.

Specialties

Tooth Paste
Cold Cream
Peroxide Greaseless Cream
Tooth Powder
Face Powder
Shaving Sticks, Powder and Cream, etc., etc.

Highest qualities only. We serve ourselves by serving you better. Let us work with you on your requirements.

ALLEN PHARMACAL CO.
Plainfield, N. J.



Emphasize !

Clean tubes of Pure tin! Did you ever find a handful of packing, particles of tin, strawboard or other dirt in a half gross of tubes? Peerless tubes are always clean, of pure tin, better made and decorated than most others. May we prove it?

35 LOCUST AVE.



BLOOMFIELD, N. J.

YOUR DRYING PROBLEM

☐ Nearly every drying problem is a little different. That is why we maintain a large engineering staff, including traveling engineers, who consult with the customer about the drying problems of his plant.

☐ Some materials, for example, require different drying preparation and need a shorter or longer time for drying. Or they may require close regulation of temperature and humidity.

☐ Again, one plant must depend upon live steam for drying, while another can utilize exhaust steam and effect a saving in fuel.

There is a Proctor Dryer for every individual drying need. For chipped soaps, bar soaps, and chemicals.

☐ We will not go into further particulars here. But if you will describe your drying operations, we will do our best to suggest improvements,—also ask for a Proctor Dryer Catalog for your materials.

The Philadelphia Textile Machinery Co.

Drying Machine Specialists

Seventh Street and Tabor Road, PHILADELPHIA, PA.

CHICAGO, ILL. Hearst Building	CHARLOTTE, N. C. Realty Building	PROVIDENCE, R. I. Howard Building
HAMILTON, ONT., CAN., W. J. Westaway & Co.,	Main and McNab Sts.	

"Proctor" DRYERS



Small-st Proctor Dryer, Cabinet Tray Type, for Chemicals, Etc.

"Proctor" DRYERS

Bernard - Escoffier Fils

GRASSE, FRANCE

Liquid Flower Concretes

Jasmin

Mimosa Rose

Violette Feuilles

Essential Oils

Geranium Sur Roses

Sandal Sur Roses

Rhodium

Licari

Noumea

Thuya

Patchouly

Verbena

Vetyvert

DE LORME - HOLMAN COMPANY

SOLE REPRESENTATIVES FOR UNITED STATES AND CANADA
186 NO. LA SALLE ST., CHICAGO

NEW YORK OFFICE: Knickerbocker Theatre Building, 116 West 39th Street

GEORGE SCHMITT & CO. INC.

SUCCESSORS TO

SCHMIDT & CO.

Art Lithographers and Printers

ESTABLISHED 1874

PERFUME LABELS, CARTONS
AND DISPLAY SIGNS
OF EVERY DESCRIPTION
OUR SPECIALTY

GRAND & FLORENCE STS.

BROOKLYN, N. Y.

DE LORME-HOLMAN CO.**186 No. La Salle****CHICAGO**

Essential Oils, Colors, Synthetic Flower Oils, Waxes and All Raw Materials for Perfumers, Soap Makers,
U. S. and Canada Sole representatives for

BERNARD ESCOFFIER FILS, GRASSE, FRANCE

NEW YORK OFFICE, KNICKERBOCKER THEATRE BLDG., 116 WEST 39TH ST., NEW YORK.

TERPINEOL IMPORTED**PHENYL ETHYL ALCOHOL** IMPORTED

WATER WHITE, 100% PURE

OLEO RESIN GINGER MADE IN ENGLAND

VERY ECONOMICAL WHERE LOW PROOF OR NON-ALCOHOLIC PRODUCTS ARE DESIRED.

We are Western Representative for the following firms and solicit your enquiries:

C. E. ISING CORPORATION, Mfg. Chemists, New York City.

W. H. BOWDLEAR CO., Waxes, Boston.

H. LIEBER & CO., Colors, New York.

EASTERN TALC CO., Boston.



THE
ALEXANDER PATENTED COMPACT ROUGE MACHINE

MAKES COMPACTS RIGHT

Any Size—Minimum Labor—No Breakage—Perfect Shape

FULL INSTRUCTIONS TO BUYERS

LIP STICK MOULDS—Oval—Round, \$50, \$75, \$100**A. ALEXANDER, 1723 Eighth Ave., Brooklyn, N. Y.**

Telephone—South 6352

NOTICE**Perfumers****Toilet Preparation Makers****Liquor Dealers**

Now is the Time to Put New Perfumery Products on the Market
Formulas Furnished for Fine and Medium-Priced Goods
Service Confidential Strictly Ethical

A. ALEXANDER

Consulting Chemist—Engineer & Perfumer

1723 Eighth Avenue

Telephone—South 6352

Brooklyn, N. Y.

WHITE MINERAL JELLY

For cold cream, camphor ice, etc.

SELECT CREAM OIL

For cold cream. Stands tests for low acidity and carbonizable matter.

PETROLATUMS

All grades.

**PURIFIED
PETROLATUM OIL**

Medicinal—white, odorless and tasteless.

LIQUID SOAP BASE

A cocoanut oil base for liquid soap and shampoo. Complete formula for the asking.

TAR SHAMPOO BASE

For making tar shampoo. Ask for formula.

Samples on application.

PENNSYLVANIA OIL CO.

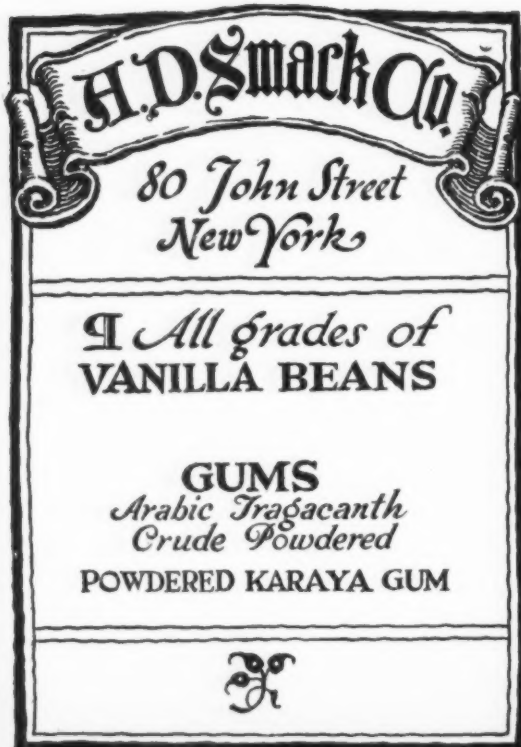
173 N. Green Street, Chicago, Ill.

Imperial Metal Manufacturing Corporation

81-83-85 Sunswick Street
Long Island City, N. Y.

Manufacturers of The Imperial Leak Proof Sprinklers


"Patented July 7th, 1914."



H.D. Smack Co.
80 John Street
New York

I All grades of
VANILLA BEANS

GUMS
*Arabic Tragacanth
Crude Powdered*
POWDERED KARAYA GUM



FINEST ITALIAN OILS

Terpeneless, Concentrated, Soluble

R. SUBINAGHI & CO.

MILAN (ITALY)

Factories at AFFORI, near Milan, at MESSINA, Sicily,
and at VIGONE, near Torino.

SPECIALTIES:

All Italian Essential Oils, Natural & Terpeneless

GUARANTEED PURE

BERGAMOT	NEROLI BIGARADE
LEMON	PETITGRAIN
CEDRAT	PEPPERMINT (Piedmontese)
MANDARIN	LAVENDER (Alpine)
ORANGE, Sweet & Bitter	FLORENTINE ORRIS

Ask for Price List and Samples

Agents desired for the United States.



MAKERS OF SOAP OVER A
QUARTER OF A CENTURY

SHAMPOO

Liquid and Base

HARRAL SOAP CO., Inc.
132 Havemeyer St., Brooklyn, N. Y.

PENNSYLVANIA COLLAPSIBLE TUBE CO.

METAL CONTAINERS

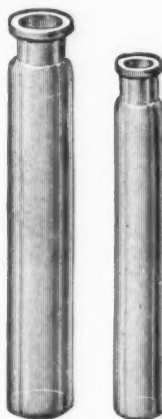
WILLIAMSPORT, PA.

Tubes for Dentifrices, Soaps, Ointments, Cold Creams, Flavoring Extracts, Adhesives,
Paints and Printer's Ink.

VANILLA BEANS

THURSTON & BRAIDICH

27 CLIFF STREET
NEW YORK



MACHINE
MADE
VIALS

Our vials are especially adapted
for the perfumery trade.
Write for prices.

KIMBLE GLASS CO.

VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.

IMPROVED
SEAL-CAP
 REGISTERED
SILVER
 A Metallic Liquid



For Capping and
 Sealing

Glass stoppered bottles
 and corked vials

IT BEAUTIFIES
 EASILY APPLIED

PRICES

\$ 3.75 per quart
 2.00 " pint
 .75 " 4 oz. trial size

MANUFACTURED BY
The Seal-Cap Co.
 New York

Exclusive Agents
 O. A. Brown & Co., Inc.
 99-101 Beekman St.
 New York

CAPS

for

Cold Cream Jars

ROUGE BOXES

ATTRACTIVE DESIGNS IN
 BRASS AND ALUMINUM

American Metal Works
 Wayne Junction, Philadelphia

TALCUM POWDER CONTAINERS

of

QUALITY

Attractive	Standard and
Artistic	Original
Arrangements	Shapes

Lithographically Decorated and Plain Metal
 Packages of Every Description

FEDERAL TIN CO. Inc.
 CHARLES AND BARRE STS.
 BALTIMORE, MD.

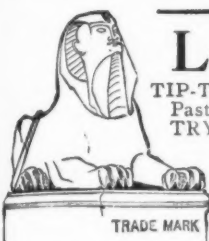
ARTICLES FOR
TOILET REQUI-
SITES IN THE
WHOLE AND POW-
DERED FORM

POWDERED NEU-
TRAL WHITE
SOAP (*Rajah Brand*)
FOR TOILET
REQUISITES

J. L. HOPKINS & CO.

NEW YORK

Importers, Exporters and Grinders of Crude Drugs



TRADE MARK

REG. U. S. PAT. OFF

Labeling Pastes

TIP-TOP PASTE POWDER. Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

SPHINX PASTE—For high grade labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or paste-board.

CONDENSED PASTE POWDER—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

The Arabol Mfg. Co.

100 WILLIAM STREET

New York

Glyzzerol B

A SUBSTITUTE
FOR

C. P. GLYCERINE

Collapsible Tin and Lead Tubes

Plain and Decorated

Sprinkler Tops

Essential Oil Cans, Screw Caps

WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.

NEW BRUNSWICK, N. J.

WRITE US FOR
BOOKS—TRADE MARKS

PERFUMER PUBLISHING CO.

80 Maiden Lane

New York

Velvatone Powder Puff

The
Improved Powder Puff
for the
Compact Powder Box

Velvatone Powder Puffs
are made in special
colors to harmonize
with your color
scheme

Take less space
in the Vanity
Box.

— Cost you less.

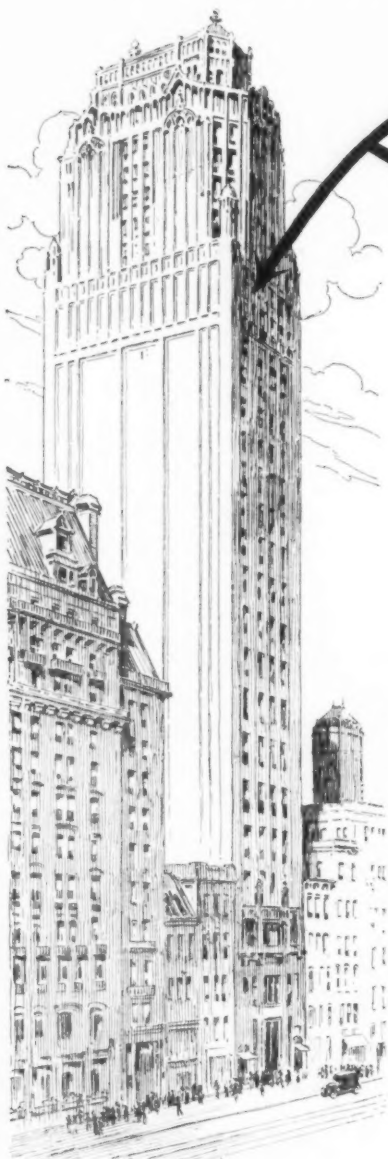
Velvatone Powder Puffs
140 Sixth Ave.
New York

Patented { 1,270,739 June 25, 1918
 { 1,299,191 April 1, 1919

Compagnie Duval

177 WILLIAM STREET

NEW YORK



See our Showroom in the Bush
Terminal Building.

SYRINGA

Excellent for use in Lilac oils

CASSIE

For Violet and Bouquet odors

Artif. Neroli

Compares favorably
with the Natural
Neroli

Artif. Jasmin

Very powerful and
sweet, does not
discolor

WISTARIA

A true reproduction of the flowers of
Wistaria.

ROSE OTTO ARTIFICIAL

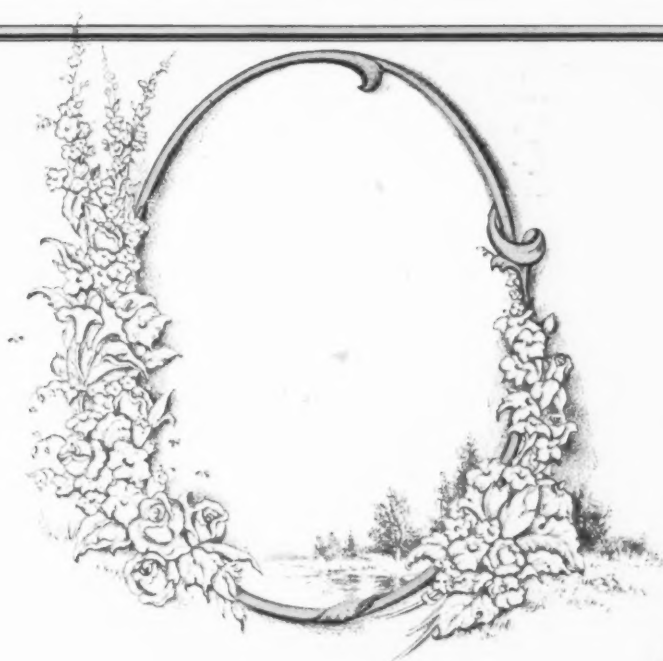
Most perfect base for Red Rose

SOAP PERFUME OILS

For Household and Toilet Soaps
35c lb. up

Bush Terminal Sales Bldg.
132 W. 42nd St., N. Y.

STANLEY



Labels and Perfume Seals

"MOST ATTRACTIVE ON THE MARKET"

THE STANLEY MFG. CO.

DAYTON, OHIO.

 ACTUAL MERIT is the foundation upon which the popularity of STANLEY'S GUMMED EMBOSSED METAL SEALS is based.

Q Our contention—the STANLEY METAL LABEL is the only label. Our assertion that METAL is the only material that will endure DEEPLY and permanently and WILL NOT TARNISH has been endorsed by the most influential firms.

Q The verdict is universal—we are confident that the users of STANLEY'S METAL LABELS are greater than those of any other label.

Q Have you ever given them serious consideration? Samples for the asking.

The Stanley Manufacturing Company
Darien, Ohio

Manufacturers of all standard tools

We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY

Dayton, Ohio

SALV. di DCO. ROGNETTA

Reggio—Calabria, Italy

Oldest House—Established 1820

Grand Award and Gold Medal—International Exhibition, Milan, 1906

Member of Jury—International Exhibition, Turin, 1911

Specialty—OIL BERGAMOT

Produced only in Reggio

Proprietor of plantations and manufacturer of the following pure oils also:

Lemon

Orange (Bitter and Sweet)

Neroli

Petit Grain

Mandarine

Lime

"USEITOL" LIQUID SHAMPOO, LIQUID TOILET SOAP, SHAMPOO BASE, LIQUID TOILET SOAP BASE

are made of the very best raw materials obtainable, being all pure cocoanut oil, potash soaps they are specially desirable for liquid soap purposes. Having devoted our time exclusively to the manufacture of liquid soap and liquid soap base for the past 10 years has enabled us to perfect a wonderful product in this line. Samples and prices on request.

JAMES COUNTS CO., 5236 N. Market St., St. Louis, Mo.

ROLLING MESSAGE CREAM

GUARANTEED QUALITY AT THE RIGHT PRICE

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

WRITE FOR SAMPLES AND PRICES

**"KOLAB"
DEPT.**

COMMERCIAL LABORATORIES, Inc.

**NEWARK
NEW YORK**



VELVO

FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

Packing Charges Extra.

L. REUSCHE & CO., 12 Barclay Street, New York City

EST. 1881

TALC

HIGHEST GRADE

Buy Direct of the

UNION TALC CO.

MANUFACTURERS

132 Nassau St.

New York

The Most Complete Line of

TERPENELESS OILS

of a definite guaranteed strength

Manufactured by

**THE HOLLANDS DISTILLERY, LTD.
LONDON**

Sole American Agents

THE O. A. BROWN COMPANY, Inc.
99-101 Beekman St., New York

Write for samples and prices.

DESCOLLONGES FRERES

LYONS, FRANCE

Ionirone Alpha

Our product is chemically pure and gives the fresh flowery odor, so much desired by particular perfumers.

Jasmin D. F.

This oil gives the true odor of Jasmin without the greasy smell, so common, and is recommended for its strength and tenacity.

Phenylethyl Alcohol
Rhodinol

Citronellol
Geraniol

Write for quotations and samples.



*Sole Agents in
United States and Canada*

BENJ. FRENCH, Inc.,

160 Fifth Ave.,

New York

INTERNATIONAL ALCOHOL CORPORATION

280 BROADWAY
NEW YORK

MANUFACTURERS OF

VICTORY

(REG. U. S. PAT. OFF.)

Cologne Spirits

FOR

High Class Perfumery

and

Flavoring Extracts

SPOT DELIVERIES

INQUIRIES SOLICITED

CLEAN
ATTRACTIVE

COLLAPSIBLE TUBES

GEORGE K. DILLER

Sales Agent Wheeling Stamping Co.

90 WEST BROADWAY
NEW YORK

SETHNESS COMPANY

Manufacturers

Burnt Sugar Coloring
"Caramel"

DISTILLERS OF

OLEO
RESINS
OF

Orris
Ginger
Lovage
Capsicum
Celery
Coffee
Horehound
Vanilla

EXTRACT MAKERS HEADQUARTERS
ESSENTIAL OILS AND FLAVORING
MATERIALS

718-720-722-724 N. Curtis St., CHICAGO

Stearate of Zinc

Stearic Acid Beeswax
Ceresine

Glycerine

Carbonate of Magnesia
Caustic Potash Epsom Salts
Zinc Oxide Talc

CHAS. F. GARRIGUES
COMPANY

54 Wall Street New York, N. Y.



PRIVATE BRAND MANUFACTURERS

ROUGE
FACE POWDER COMPACTS
LIP ROUGE LIP POMADE
NAIL POLISH (Cake Form)

IN METAL & PAPER BOXES

One Quality Only

ABONITA COMPANY INC.
134 S. Clinton Street CHICAGO

Centrally Located for Quick Shipments

**YOUR
LABEL
HERE**

*One Quality, THE BEST
One Price*
THE LOWEST.
*Let Comparison
Demonstrate.*
**ROUGE AND FACE
POWDER COMPACTS**
In Dome Shape,
Paper and Metal Boxes
(All Shades)
**PASTE ROUGE,
LIP STICKS,
IN OVAL SLIDING
TUBES,
NAIL STICKS,
EYE-BROW
PENCILS,
ETC., ETC.**

PRICES
AND
SAMPLES
ON REQUEST

Also
Makers and
Importers of
"Hold-Tight" Hair Nets
and
"Hold-Tight" Hair Wavers.

Adolph Klar
221 FOURTH AVE., N. Y.



SPECIAL FLOSS

We have a limited supply of heavy floss 80% pure silk which we offer at special prices.

Send for samples and prices. Advise color and quantity wanted.



W. JOHN BUEDINGEN
ONE MADISON AVENUE
NEW YORK CITY
"SEAL HEADQUARTERS"

HUMMEL & ROBINSON

26 Cortlandt Street

NEW YORK

REFINERS of



LANOLIN, U. S. P.

**HYDROUS
ANHYDROUS**

for pharmaceutical purposes, salves, ointments,
toilet creams.

**CRUDE LANOLIN
NEUTRAL WOOL FATS**

for technical purposes.

THE TWITCHELL PROCESS

THE STANDARD METHOD OF
DEGLYCERINIZING
THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

Kontakt D. P. Saponifier

FOR LOW GRADE FATS

The Twitchell Process Co.

CINCINNATI, OHIO

SCHMOLLER & BOMPARD, GRASSE, FRANCE

HIGHEST CLASS CONCRETES, POMADES and ESSENTIAL OILS



SOLE AMERICAN AND CANADIAN AGENTS

E. J. SCHMIDT & CO., Succ. to Leerburger Bros.

Makers of L. B. and ESCO FLAVORS.

59 Fulton Street, New York

HEADQUARTERS FOR

Essential Oils Synthetics and Rare Chemicals

MUSKOL

(Ten times stronger than Musk Artificial.)

LIQ. CONC.

MOUSSE DE CHÊNE

L. A. VAN DYK

Manufacturing Chemist

110 W. 14th St.
New York

1114 State—Lake Bldg.
Chicago

Vanilla Beans

MEXICAN
BOURBON
SOUTH AMERICAN
TAHITI

—
OLIVE OILS
—

RICARDO GOMEZ & DIETLIN CO.
INC.

161 Maiden Lane
NEW YORK, N. Y.

NOW READY

— REMINGTON'S — PRACTICE OF PHARMACY

SIXTH EDITION

All of the best features of the Fifth Edition are retained and many new ones added. It is based upon the latest revisions of the U. S. Pharmacopoeia [IX] and the National Formulary [IV]. The "New Remington" is issued in two volumes for the convenience of students, and in one complete volume.

TWO STYLES OF BINDING

Volume I and II, regular Cloth Binding, per Volume - - - \$4.50 net
One volume Complete. Bound in Buckram which is very durable, \$8.00 net

PERFUMER PUB. CO., 80 Maiden Lane, New York



HIGHEST QUALITY

IN SOLID OR POWDERED FORM

STEARIC ACID

HARD, WHITE, ODORLESS

RUB-NO-MORE-CO.

FT. WAYNE, IND.

Millville Bottle Works

MILLVILLE, N. J.

Manufacturers of

BOTTLES

PERFUMERS WARE

OUR SPECIALTY

GEO. N. HANNA

108 Fulton St.

New York



EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

ROSE SYNTHETIC

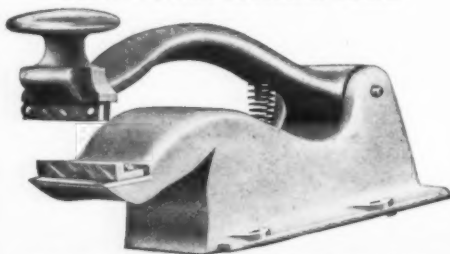
A Product Which Will Merit Your
ATTENTION

SAMPLE FURNISHED

H. C. RYLAND

Importer and Exporter

284-6 PEARL ST. NEW YORK

THE BEST
HAND POWER MACHINE MADE

THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

STANDARD SPECIALTY AND TUBE CO.
NEW BRIGHTON, PA.

**FANCY STOPPERED
BOTTLES**

=====AND=====

**OTHER HIGH GRADE
PERFUMERS' WARE**

—————
***WILLIAM PENN
GLASS MFG. CO.***

**Main Office: Sixth St.
JEANNETTE, PA.**



HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T

Successors to M. Heminway & Sons Silk Co.
120 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. For help and situations wanted this service is free. Business opportunities, 25c. per line per insertion. Cash with order. Address all communications to

PERFUMER PUB. CO., 80 Maiden Lane, New York.

BUSINESS OPPORTUNITIES

FOR SALE—SOAP PRESSES

DETROIT SOAP CO. (RALSTON PRESSES)

IN FIRST CLASS CONDITION. PRICES

REASONABLE.

THE PROCTER & GAMBLE CO.

CINCINNATI, OHIO.

WANTED—Rutschman Plodder and Mill. Send particulars to B. O., No. 708, care of this journal.

AMERICAN REPRESENTATIVE of Paris exporter wishes to hear from manufacturers desiring to purchase perfumes, essences, soaps, etc. A. Cherney, 3 East 44th St., New York City.

WANTED—A STEAM JACKETED KETTLE—CAPACITY 35 GALLONS. GIVE FULL DESCRIPTION AND PRICE. ADDRESS B. O., No. 707, care of this journal.

NEW AND SECOND HAND DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK BROS., PERTH AMBOY, N. J.

(Continued on page 82.)



PUT IT
UP TO
BURT

No one is as well equipped for the manufacture of Quality Paper Boxes. A quarter of a century's effort in designing mechanical means, and in developing processes by which to produce paper boxes to the best advantage, makes Burt your logical source of supply for boxes such as used for:

Face Powder — Perfumes — Rouge — Talcum
and Boxes of a similar type.

F. N. BURT COMPANY, Ltd.

Paper Box Specialists

BUFFALO, N. Y.

NEW YORK

C. M. Boscowitz, N. Y. Athletic Club

REPRESENTATIVES

CHICAGO

L. E. Randall, 23 N. Franklin St.

PHILADELPHIA

M. E. Berkowitz, 1530 Land Title Bldg.

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality, samples and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

AMOLE SOAP CO. TIPPECANOE CITY, OHIO



STOKES Powder Filling Machines

are packing most of
the best makes of

Toilet Powders

on the market.

They handle any shape
of container

**Rapidly and
Accurately**

Send for circular

F. J. STOKES MACHINE COMPANY
PHILADELPHIA, PA.

Pedro Tremari, SUCESORES

MAIN OFFICE: PAPANTLA, VER. MEXICO

BRANCH: VERACRUZ CITY, MEXICO

17 MOORE STREET

Room 22—Phone 9079 Bowling Green

NEW YORK

Specialists in

MEXICAN VANILLA

Growers. Curers,
and Exporters

JPT and MM Brands

→ FOAMWEL ←

COCOANUT OIL EMULSION

This modern shampoo, which is marketed under various names, sells big because it gives better results than any other.

We have been working overtime to supply the demands for our emulsion, and can handle only a limited number of additional contracts or orders.

BULK ONLY

SAMPLE ON REQUEST

CLIFTON CHEMICAL CO.

Clifton Building,

246 A Front St.

NEW YORK

BUSINESS OPPORTUNITIES*(Continued from page 80.)*

WANT TO GET in touch with man who knows essential oils, synthetic, floral products and natural flower oils. The object to form partnership. Must have some capital. Give full particulars in detail including what you can do and how much you can put into such a proposition. Address B. O., No. 713, care of this journal.

Parties thoroughly experienced in the marketing and selling end of the Perfume and Toilet business with a connection which insures an immediate output of quality products, desire to communicate with an expert perfumer who can produce high class orods and a full line of toilet preparations including tooth paste. A reliable man of proven ability can secure an interest in a new business without immediate investment of capital. State age, experience, present and past connection and lines you can make. Address in confidence B. O., No. 714, care of this journal.

Do you wish to introduce your goods in Canada, or are you dissatisfied with your present arrangements there? A selling organization which sold over \$100,000 of high-class perfumes, waters and preparations this year, desires an exclusive Canadian arrangement with a reliable American firm who manufactures quality goods, and will discuss any plan presented in a personal interview. Address B. O., No. 715, care of this journal.

HELP WANTED

SALESMAN—Experienced in selling Flavoring Extracts in New England and New York State. Only high class men need apply. Address H. W., No. 703, care of this journal.

WANTED—Perfume Salesman for the coming year to cover the States of Delaware, Maryland, Virginia, West Virginia, North and South Carolina. Address The Willis H. Lowe Co., Boston, Mass.

SALESMEN—Calling on manufacturers of toilet preparations, flavoring extracts, soap and allied industries communicate with us immediately. A great chance to make good money by presenting our clean and rare offer to your friends. Please act quickly. Dividend Drilling and Products Company, 603½ Main St., Fort Worth, Texas.

MAN ABOUT 30 years of age to assist in laboratory manufacturing perfumes and toilet preparations, etc.; must have actual experience in compounding, splendid opportunity for the right man. Address H. W., No. 702, care of this journal.

WANTED—Salesman for high-grade line of toilet preparations and private brand specialties. Address H. W., No. 710, care of this journal.

SALESMAN WANTED—For high-class line of perfumery and toilet goods. This vacancy offers good opportunities for immediate results and further advancement to young man of personality who knows how to sell perfumery. References must bear investigation, but will be regarded in strict confidence. Address H. W., No. 709, care of this journal.

SALESMAN WANTED—To sell essential oils, flavors, food colors, and other specialties to confectioners, bottlers, perfumers, wholesale druggists, etc. for Philadelphia territory. Salary and commission. Apply stating experience to H. W., No. 712, care of this journal.

(Continued on page 84)

ESTABLISHED 1890

FOREIGN—TALC—DOMESTIC**KAOLIN****ZINC OXIDE****MAGNESIA CARBONATE****SOAP POWDER****ZINC STEARATE****PREPARED CHALK****PRECIPITATED CHALK****Light, Medium, Heavy, Dense and Free Flowing****STARCH****INFUSORIAL EARTH****WHITTAKER, CLARK & DANIELS, INC.****IMPORTERS AND EXPORTERS****250 Front St.****New York**

Play Safe! Pack Your Goods Right!

The quality of your product is the keynote of your reputation. The condition in which your goods reach the ultimate consumer is the important detail that makes or mars your good-will.

Safeguard this vital asset by every care in packing.



Protective Papers

Glassine—Vegetable Parchment—Grease Proof—Parchmoid

safeguard your product and good-will on that journey from your factory (over the counter) to the consumer.

Each one of these papers has distinctive qualities that make it best for the purpose—all can be creased or folded without cracking. They will improve a poor package and make a good package better. Supplied in sheets, rolls or circles. Your jobber can supply you.

Write today for samples.

For the convenience of the Western Trade, we carry a complete stock of Diamond-F Protective Papers at our Chicago warehouse and factory, 1656 Bealey Court.

Diamond State Fibre Company
Bridgeport, Pa. (Near Philadelphia)

Also makers of Diamond Fibre—"A Remarkable Material"

J. N. LIMBERT & CO.

12 South Marshall Street
PHILADELPHIA

**Importers
of
Vanilla Beans**

All Varieties

EMBOSSSED SEALS AND LABELS



GOLD
AND
SILVER

COLORS
AND
TINTS

*For Perfume, Toilet
and Soap Manufactures
And any other purpose
where seals are used
All manufactured on our
premises*

The most popular
containers for
Tooth Paste, Cold Creams,
Flavoring Extracts,
Shaving Creams,
Ointments, etc., are

SHEFFIELD

PURE TIN TUBES

REG. U. S. PAT. OFF.

SANITARY—ECONOMICAL CONVENIENT

Made of the purest tin
under careful supervision.
They reach you packed
in strong, partitioned boxes,
free from dirt and dust.

Send for Literature and Samples.

New England Collapsible Tube Co.
New London, Conn., U. S. A.

A. G. SPILKER

Sole Agent for Chicago and the Middle West
326 W. Madison St., Chicago, Ill. (Main 5156)

SITUATIONS WANTED

(Continued from page 82.)

CHEMIST: experienced manufacturing toilet preparations and perfumes; capable of taking charge of laboratory and finishing room, desires to connect with growing concern; business and personal references furnished. Address S. W., No. 704, care of this journal.

PERFUMERY CHEMIST and manager, American, ten years' business and technical experience in the large scale production of all toilet products, perfumes, creams, powders, dental and manicure preparations, has specialized in rouge and powder compacts, lip sticks, etc. Thoroughly competent to install or manage entire plant and originate new packages and products. At present employed by large corporation. Minimum salary considered, \$3,600, with successful concern in or near New York City. Address S. W., No. 706, care of this journal.

THOROUGHLY experienced perfumery and toilet preparation chemist, employed by one of the largest concerns, has some spare time to devote to other manufacturer's problems. Working formulae for all products in this line. No charge except for results. Address S. W., No. 705, care of this journal.

MANUFACTURING CHEMIST, Industrial Executive and Administrator will render whole or part time services at reasonable cost to progressive business man in New York City. Address S. W., No. 691, care of this journal.

YOUNG MAN, 32 years of age, who has had a number of years of chemical experience, toilet articles and perfume experience in Europe, who thoroughly understands the manufacture of high grade toilet articles, perfumes, and household specialties, wishes first class position. Salary \$60.00 per week until ability has been demonstrated. Address S. W., No. 701, care of this journal.

TOILET GOODS SALESMAN with over fifteen years' road experience will be open for position January 1. Very best references. What have you to offer? Address S. W., No. 711, care of this journal.



No. 162—Self-Closing Cap.

BRASS GOODS MFG. CO.

345 Eldert St., Brooklyn, N. Y.

Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.

Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 50



No. 97



No. 123



No. 140



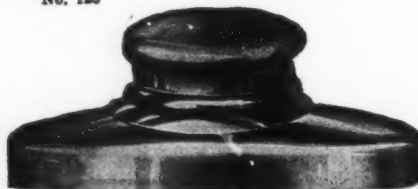
No. 72



No. 47



No. 150



No. 188 CLOSED



No. 157



No. 84

INDEX TO ADVERTISEMENTS

Abonita Co., Inc.	75	Evergreen Chem. Co.	43
Addison Litho. Co.	10	Federal Products Co.	22
Alexander, A.	67	Federal Tin Co.	70
Allen & Sons, Ltd., Stafford	44	"Flora" Chemical Works	23
Allen Pharm. Co.	64	Florasynth Laboratories, Inc.	47
American Can Co.	9	French, Inc., Benj.	72
American Machy. Co.	53	Fries & Fries	5
American Metal Works	70	Fritzsch Brothers, Inc.	Inside Front Cover
Amole Soap Co.	81		
Arabol Mfg. Co.	71		
Barrett & Co., M. L.	20	Garriques Co., Chas. F.	75
Beiser Co., Edward T.	24	Givaudan & Co., L.	3
Bennett & Davis	6 and	Gomez & Sloan, Inc.	59
Berg, Ind. Alc. Co., David	28	Gross & Co., Geo. C.	39
Bernard-Escoffier Fils.	Front Cover and		
Bond Mfg. Co.	29	H. K. H. Silk Co.	80
Brass Goods Mfg. Co.	21	Hamilton, J. T. & A.	85
Brauer & Co., Elijah	84	Hammill & Gillespie	59
Brown Co., Inc., O. A.	46	Hanna, Geo. N.	73 and
Brugg Chem. Wks.	28, 70, 55 and	Harral Soap Co.	69
Buedingen, Wm. & Son	74	Harris, Jacob	35
Buedingen, W. John	86	Heine & Co.	Insert
Burr, Edwin H.	76	Heiter, H. L.	57
Burt Co., Ltd., F. N.	12 and	Henderson & Co., Thos.	64
Bush & Co., Inc., W. J.	43	Hercules Powder Co.	55
	80	Hollands Dis. Ltd.	74
Carr-Lowrey Glass Co.	16	Hopkins & Co., J. L.	71
Chris Co., Antoine	4	Houchin-Alken Co.	48
Christoff, Christo	Insert	Hugues Aine	44
Commercial Lab'y's, Inc.	73	Hummell & Robinson	76
Commonwealth Chem. Corp.	32		
Commonwealth Prod. Corp.	30 and	Illinois Glass Co.	37
Consolidated Fruit Jar Co.	71	Imperial Metal Mfg. Co.	68
Counts Co., James	73	Improved Mailing Case Co.	58
Court, Bruno	Insert	International Alcohol Corp.	74
		International Filler Corp.	68
Davies Young Soap Co.	73	Ising Corp., C. E.	39
DeLaire, Fabriques	42	Jarden Litho. Co., The	26
Delphi Products	49	Junillon, Usines Chimiques de	54
DeLorme-Holman Co.	66 and 67	Jarden Litho. Co., The	26
Descollonges Freres	74	Junillon, Usines Chimiques de	54
Diamond State Fibre Co.	83		
Dietlin Co., Ricardo Gomez &	77	Kimble Glass Co.	69
Diller, Geo. K.	75	Klar, Adolph	76
Dodge & Olcott Co.	42	Krause, Richard M.	Insert
Dragon Paper Mfg. Co.	83		
Drug & Chemical Merc. Agency	83	Lathrop & Co., H. R.	63
Drug & Chemical Merc. Agency	61	Lautler Ellis	2
Dupont, Justin	12	Lawson & Co., Inc., John D.	23
Duval, Compagnie	72	Lemonie, Inc., Pierre	17
	38	Levy, Maurice	17
Elson & Brewer, Inc.	45	Limbirt & Co., J. N.	83
Essential Oil Specialties Co.			

(Continued on page 87.)

WANTED

Monthly contracts for supplying and filling customers' tubes with Shaving Cream, Dental and Face Creams. Unlimited capacity. Prompt shipments. We will be pleased to estimate on your requirements. Ask us for samples and quotations.

The Trade Laboratories Inc.
320 Market Street
NEWARK, N. J.


J. T. & A. Hamilton Co.
PITTSBURGH, PA.

BOTTLE MAKERS

TOILET WATER BOTTLES

AND OTHER WARE FOR PERFUMERY
TRADE

GEO. N. HANNA
108 Fulton St. New York



J.D. MENDES CO.
Manufacturers
156 Fifth Avenue
NEW YORK

**Rouge and Powder
Compacts**
In Handsome Gilt Metal Boxes
A Convenient Pocket Vanity Case

Lip Sticks, Lip Rouge
In Attractive Gilt Metal Sliding Tubes

**Toilet and Manicure
Specialties**
Neutral and Private Brands

**High Grade
Paper Boxes
Exclusively**



Wm. Buedingen & Son.

NEW YORK
WOOLWORTH BUILDING
KARL VOSS, Mgr.



ROCHESTER
33 CANAL ST.
MAIN OFFICE & WORKS

INTERMEDIATES FOR PERFUME SYNTHETICS

ISO-BUTYL ALCOHOL

NORMAL-PROPYL ALCOHOL

ISO-AMYL ALCOHOL

ANHYDROUS ACETIC ETHER U. S. P.

AMYL ACETATE

ACETALDEHYDE

U. S. INDUSTRIAL
CHEMICAL
COMPANY



27 WILLIAM STREET
NEW YORK
N. Y.

For your Fine Perfumes use

WEBB'S C. P. COLOGNE SPIRITS

JAMES A. WEBB & SON

50 and 52 Stone Street

NEW YORK

INDEX TO ADVERTISEMENTS—Continued

Lueders & Co., George.....	2 and 3	Schmoller & Bompard.....	77
Lorschelder-Schang Co.....	58	Sealcap Co.....	70
Magnus, Mabey & Reynard, Inc.....	42	Sethness Co.....	75
Manhattan Can Co.....	60	Smack Co., A. D.....	68
Manhattan Label Co.....	68	Societe Chimique du Rhone.....	38
Mendes Co., J. D.....	86	Sonneborn & Co., L.....	88
Mero & Boyveau.....	49	Sozio, J. & E.....	38
Metal Package Corp.....	41	Sparhawk, Chas. V.....	2, 8 and 25
Milville Bottle Works.....	78	Standard Chem. Co.....	23
Montland, Seve, Lefevre & Co.....	55	Standard Specialty & Tube Co.....	78
Morana, Compagnie.....	Insert	Stanley Mfg. Co.....	Insert
Muhlethaler Co., Ltd., The.....	8 and Insert	Stokes Machine Co., F. J.....	81
Narden, N. V., Chem. Fab.....	18	Subinagli & Co., R.....	68
Namron Co., Pierre.....	57	Swindell Bros.....	31
Neaf & Co., M.....	Inside Front Cover	Synleur Scientific Laboratories.....	Insert
National Aniline & Chem. Co.....	52	Thurston & Braidich.....	68
National Metal Seal Co.....	61	Tin Decorating Co.....	27
New England Collapsible Tube Co.....	84	Tombarel Freres.....	43
North Star Chem. Wks.....	63	Trade Laboratories, Inc.....	85
Orbis Prod. Tdg. Co.....	43 and 54	Treadway Co., H. C.....	58
Pappazogion & Co., Botu.....	14	Trece Labys.....	54
Peerless Tube Co.....	65	Tremart Successors, Pedro.....	81
Penick & Co., S. B.....	68	Twitchell Process Co.....	76
Penn Glass Mfg. Co., Wm.....	79	Ungerer & Co.....	Inside Front and Back Covers, 14 and 44
Pennsylvania Oil Co.....	68	Union Talc Co.....	74
Pennsylvania Coll. Tube Co.....	69	U. S. Ind. Chem. Co.....	86
Pfaltz & Bauer.....	33	U. S. Metal Cap & Seal Co.....	60
Philadelphia Textile Machy, Co.....	65	Valmont Mfg. Co., Inc.....	36
Plymouth Organic Laboratories.....	56	Van Ameringen, A. L.....	13
Polak's Frutal Works.....	40	Van Dyk & Co.....	51
Quintex Mfg. Co.....	87	Van Dyk, L. A.....	77
Reusche & Co., L.....	74	Velvatone Powder Puff Co.....	71
Rockhill & Vietor.....	Front Cover, 18 and 19	Webb & Sons, Jos. A.....	87
Rognetta, Salv.....	73	Wheaton Co., T. C.....	26
Roure-Bertrand Fils.....	12	Whitall Tatum Co.....	14
Rub-No-More Co.....	78	White Metal Mfg. Co.....	34
Ryland, H. C.....	78	Whittaker, Clark & Daniels, Inc.....	82
Schmidt, Julius.....	Insert	Williams Co., Guy V.....	25
Schmidt & Co., J. E.....	77	Wilson, Donald.....	64
Schmidt & Co., Inc., George.....	66	Wirz, Inc., A. H.....	Outside Back Cover and 11
		Zagara, La.....	33

WANTED

MANUFACTURER'S REPRESENTATIVES

in large cities of the U. S. to handle account of the Quintex Mfg. Co., 440 South Dearborn St., Chicago. Manufacturers of Quintex Soluble Bay, for making non-alcoholic Bay Rum, and Quintex Soluble Flower Oils in the following odors:

APPLE BLOSSOM BOUQUET LILAC ROSE VIOLET

Only brokers having an established clientel need apply.



YOUR PRODUCT

What's Behind It?

RAW PRODUCTS that stand behind your finished products, stand also behind your reputation.

For it is the character of the raw products you use that gives your finished products whatever quality they have. You want that quality to be supreme—because supreme quality alone can build and maintain the volume of your business.

Finished products backed by the Amalie Brand Trade Mark and special process are always uniform and reliable. In the high degree of their values, every Amalie Brand product meets every requirement of the purpose for which it is built.

Amalie Medicinal White Oil
Amalie Technical White Oil

Amalie Petrolatums, U. S. P.
Amalie Snow White Mineral Jelly

(Address correspondence to White Oil and Petrolatum Division)

L. SONNEBORN SONS, INC.

General Offices: 262 Pearl Street, New York City

Refineries: Petrolia, Pennsylvania

Factories: Belleville, N. J.

